

GRAIN DEALERS JOURNAL

St. Joseph

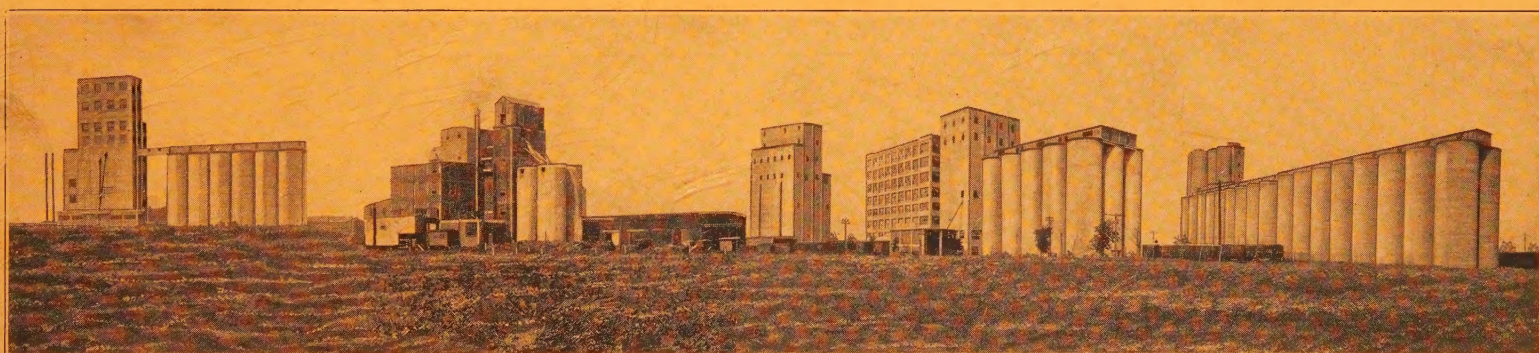
Favorable Rates From All Points

Favorable Rates to All Points

Steady Milling Demand

Modern Handling Facilities

Prompt Railway Terminal Service



Members

St. Joseph Grain Exchange

Armour Grain Company.
A. J. Elevator Company.
Aunt Jemima Mills Co.
Brunswick Grain Company.
Button-Simmons Grain Company.
Bruce Bros. Grain Company.
B. C. Christopher & Company.
Donahue-Fahey-Stratton Corp.
Excello Feed Milling Company.
Fogarty-Kneib & Co.
J. L. Frederick Grain Company.

Fuller Grain Company.
Geiger Grain Company.
Gordon Grain Company.
Grain Belt Mills Company.
Gregg Grain Company.
Hauck Milling Company.
Heald Grain Company.
Kellogg-Huff Grain Company.
Larabee Flour Mills Corp.
Louth Grain & Hay Company.
McKee Grain Company.
Marshall Hall Grain Company.

Norton-Niedorp Grain Company.
Penney Grain Company.
Schreiber Milling & Grain Co.
Shannon Commission Company.
St. Joseph Hay & Grain Co.
St. Joseph Public Elevator Co.
St. Joseph Stock Yards Co.
Taylor-Lightner Grain Company.
Thomas Grain Company.
W. S. Washer Grain Company.
Yancey Grain Company.

Your Morning's Mail Should Include the St. Joseph Market Bulletin

MILWAUKEE

— and on a declining market

you must be cautious in the selection of a market in which to secure honest and trustworthy service backed by financial ability to stand the ever-changing conditions surrounding the grain trade. It is on the declining markets that the country grain shipper must be SURE of the reliability of his connections at the terminal market. That is why we suggest at this time the Milwaukee market, and the members of the Chamber of Commerce mentioned below:

These facts are not affected by markets

Annual malting capacity.....17,000,000 bus.
Mills annual grinding capacity 5,000,000 bus.
Corn mills use annually..... 7,500,000 bus.
Rye flour mills use annually... 2,000,000 bus.
Oat meal mills use annually... 7,800,000 bus.

Milwaukee Chamber of Commerce Members

Kellogg Seed Co.

Bush Grain Co.

Lamson Bros. & Co.

Blanchard Grain Co.

Flanley Grain Co.

E. P. Bacon Co.

Uptake Grain Co.

W. M. Bell Co.

Henry Rang & Co.

Runkel & Dadmum

Cargill Grain Co.

Donahue-Stratton Co.

Franke Grain Co.

Taylor & Bournique Co.

Milwaukee Grain Commission Co.

Froedtert Grain & Malting Co.

*A line to any of
these live firms
will bring you
more information
about this market.*

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Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

AMARILLO, TEXAS.

Early Grain & Elevtr. Co., wholesale grain.*
Stone & Co., Lester, wholesale grain.*

ATCHISON, KANS.

Moore-Lawless Grain Co., consgts., futures, pvt. wires.*

ATLANTA, GA.

Commercial Exchange Members.

Haym & Sims, successors to
Gregg & Son, J., wholesale brokers, grain, hay.*

BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers, exporters.*
Dennis & Co., grain merchants.
England & Co., Inc., Chas., grain, hay.*
Fahy & Co., John T., grain receivers and exporters.*
Gill & Fisher, receivers and shippers.*
Hammond, Snyder & Co., Inc., receivers, exporters.*
Hax & Co., G. A., grain, hay, seeds.*
Jones & Co., H. C., receivers, shippers, exporters.*
Lederer Bros., grain receivers.*
Robinson & Jackson, grain commission merchants.*
Steen & Bro., E., grain receivers and exporters.*

BEAVER, OKLA.

Horne Grain Co., Texas wheat, barley, milo.

BOSTON, MASS.

Chamber of Commerce Members.

Beuzaquin, Matthew D., grain brokerage commission.* Western Elevtr. Co., The, revrs.-shprs., hdqtrs kafir-milo.*

BUFFALO, N. Y.

Corn Exchange Members.

Armour Grain Co., grain merchants.*
Burns Bros. Grain Corp., grain commission.*
Churchill Grain & Seed Co., receivers, shippers.*
Davis, Inc., A. C., grain.*
Doorty-Ellsworth Co., Inc., brokerage commission.*
Electric Grain Elevator Co., consignments.*
Harold, A. W., grain, barley a specialty.*
Lewis Grain Corp., receivers & shippers.*
McConnell Grain Corporation, commission merchants.*
McKilien, Inc., J. G., receivers and shippers.*
Pratt & Co., receivers, shippers of grain.*
Ratcliffe, S. M., commission merchant.*
Seymour-Wood Grain Co., consignments.*
Sunset Grain & Feed Co., grain & feed.*
Taylor & Bournique Co., grain merchants.*
Traders & Producers Supply Co., millfeeds a specialty.*
Townsend Ward Co., The, consignments.*
Watkins Grain Co., consignments.*
Whitney & Gibson, consignments.*

CAIRO, ILL.

Board of Trade Members.

Cairo Grain Commission Co., consignments.*
Halliday Elevator Co., grain dealers.*
Lynch Grain Co., grain dealers.*
Thistlewood & Co., grain and hay.*

CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.*
Gifford Grain Co., grain and grain products.*
King Wilder Grain Co., grain shippers.*
Murrel Grain Co., Ray, revrs. and shprs.*

CHATTANOOGA, TENN.

Chattanooga Feed Co., mfrs. feed; shprs. gr., hay, feed.

CHICAGO, ILL.

Board of Trade Members.

Anderson & Co., W. P., grain commission merchants.*
Armour Grain Co., grain buyers.*
Bailey & Co., E. W., grain commission merchants.*
Bartlett-Frazier Co., grain merchants.*
Brennan & Co., John E., grain commission merchants.*
Carhart Code Harwood Co., grain commission.*
Dole & Co., J. H., grain and seeds.*

*Member Grain Dealers National Association.
Freeman & Co., Henry H., grain, hay, straw.
Gerstenberg & Co., commission merchants.*

CHICAGO, ILL., (Continued).

Harris, Winthrop & Co., grain commission.*
Hitch & Carder, commission merchants.*
Holt & Co., Lowell, commission, grain and seeds.
Lamson Bros. & Co., consignments solicited.*
Leland & Co., E. F., grain and seeds.*
McKenna & Dickey, commission merchants.*
Mumford & Co., W. R., grain, hay, millstuffs.*
Norris Grain Co., grain merchants.*
Pope & Eckhardt Co., grain and seeds.*
ReQua Eros, wheat a specialty.*
Runsey & Co., grain commission.*
Sawyers Grain Co., consignments.*
Schiffin & Co., P. H., commission.*
Shaffer Grain Co., J. C., grain merchants.*
Somers, Jones & Co., grain and field seeds.*
Updike Grain Co., consignments.*

CINCINNATI, O.

Grain & Hay Exchange Members.

Early & Daniel Co., grain, hay, feed.*
Gale Grain Co., The A. C., receivers & shippers.*

CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., grain and millfeed.*
Cleveland Grain & Milling Co., The, revrs. & shprs.*
Gates Elevator Co., The, receivers and shippers.*
Sheets Elevator Co., The, grain, hay, straw.*
Shepard, Clark & Co., grain merchants.*
Strauss & Co., H. M., receivers, shippers hay & grain.*

COLBY, KANSAS.

Harris & Haynes, wholesale—brokers—grain.

CLOVIS, N. MEX.

DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.*

DECATUR, ALA.

Lyle-Taylor Grain Co., whlse, grain, hay, feeds.

DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.*

DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.*
Conley-Ross Grain Co., The, grain and beans.*
Crescent Flour Mills Co., The, merchant millers.*
Denver Elevator, wholesale grain, flour, millfeed.*
Farmers Elevator Co., The, H. F. Rover, Mgr.
Gallagher Grain Co., grain merchants.*
Houston Grain Co., wholesale grain.*
Kellogg Grain Co., O. M., receivers and shippers.*
McCaul-Dunsmore Co., wholesaler and commission.*
Moore-Lawless Grain Co., private wires to all markets.*
Phelps Grain Co., T. D., wholesale grain.*
Rocky Mountain Grain Co., export and domestic grain.*
Summit Grain Co., wheat, corn, oats, rye, barley.*

DES MOINES, IOWA.

Board of Trade Members.

Des Moines Elevtr. & Gr. Co., oats a specialty.
Iowa Corn Products Co., receivers and shippers.
Marshall Hall Grain Co., grain commission.*
Taylor & Patton Co., corn and oats.*

DETROIT, MICH.

Board of Trade Members.

Dumont, Roberts & Co., receivers, shippers.*
Huston, C. R., grain and hay.*
Lapham & Co., J. S., receivers & shippers.*
Lichterberg & Son, oats, corn, hay, straw.*
Simmons & Co., F. J., grain and hay.*
Swift Grain Co., consign or ask for bid.*

FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., merchants—commission, consignments.
Transit Grain & Com. Co., consignments, brokerage.*

GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.*

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.*

HAMBURG, IOWA.

Sullivan & McBride S. & G. Co., red cob fodder corn.

HASTINGS, NEBR.

Koshler-Twisdale Elevator Co., grain dealers.*

HATTIESBURG, MISS.

Merchants Grocery Co., whlse. grocers, grain, fd., dr.

HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.*
Rothschild Co., S., grain, c/s products, rice b/p.*

HUTCHINSON, KANS.

Board of Trade Members.

Central Grain Co., The, buyers for mills.
Farmers Co-op. Com. Co., commission merchants.
Goffe & Carkner, private wire.*
Hayes Grain Co., John, grain merchants.*
Hutchinson Grain Co., grain merchants.*
Midwest Grain Co., The, shippers.*
Producers Grain Co., The, milling wheat.*
Southwest Grain Co., receivers and shippers.*
Union Grain Co., grain merchants.*
Vanderslice-Lynds Co., grain commission merchants.*

INDIANAPOLIS, IND.

Board of Trade Members.

Anderson & Mercer, grain commission & consignments.*
Boyd Grain Co., Bert A., strictly brokerage & com.*
Cleveland Grain & Milling Co., grain commission.
Hayward-Rich Grain Co., grain commission.*
Hill Grain Co., The, Lew, grain merchants.*
Steinhart Grain Co., commission and brokerage.*
Witt, Frank A., grain commission and brokerage.*

JACKSON, MICH.

Bartlett & Co., J. E., salvage grain buyers & sellers.
Wagner-White Co., track buyers-sellers, grain-feed.

JACKSON, MISS.

Royal Feed & Mfg. Co., mixed feed mfrs.

KANSAS CITY, MO.

Board of Trade Members.

Christopher & Co., B. C., kafir, feterita, milo.*
Croysdale Grain Co., commission merchants.
Davis Grain Co., A. C., grain commission.
Denton Kuhn Grain Co., consignments.*
Ernst Davis Grain Co., commissions.*
Federal Grain Co., receivers, shippers.*
Frisco Elevators Co., grain merchants.*
Goffe & Carkner, grain commission.*
Hall-Baker Grain Co., consignments.*
Lichtig & Co., H., kafir, milo, screenings.
Logan Bros. Grain Co., receivers and shippers.*
McCoy-Thomas Grain Co., consignments-futures.*
Miller Grain Co., S. H., consignments.*
Moore-Lawless Grain Co., grain receivers.*
Moore-Seaver Grain Co., grain receivers.*
Norris Grain Co., grain merchants and exporters.*
Roehen Grain Co., E. E., consignments.*
Root Grain Co., consignments and futures.*
Scouler Bishop Grain Co., receivers and shippers.*
Shannon Grain Co., consignments.*
Shmonds, Shields, Lonsdale Grain Co., grain.*
Smith-Weekes Bkg. Co., grain broker.*
Thresher Grain Co., R. J., grain commission.*
Wilser Grain Co., consignments.*

LAWRENCE, KANS.

Underwood & Sons, J., grain, feed, seeds.

LAWTON, OKLA.

Western Grain Co., hay, grain, seeds, mill pdts.

LIBERAL, KANS.

Vickers Grain & Seed Co., grain and field seeds.

LINCOLN, NEBR.

Grain Exchange Members.

Lincoln Grain Co., grain merchants.*

LITTLE ROCK, ARK.

Grain Exchange Members.

Carle & Stockton, hay, grain, feed.
Farmer Co., E. L., brokers, hay, grain, mill feed.*
Gordy Co., C. L., grain brok., hay, grain, mill feed.*
(Continued on next page.)

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Gr. Co., receivers-shippers of grain.*
Callahan & Sons, receivers and shippers of grain.*
Kentucky Public Elevator Co., storers and shippers.*
Verhoeff & Co., H., receivers and shippers.*
Zorn & Co., S., receivers and shippers.*

LYNCHBURG, VA.

Moon-Taylor Co. grain and hay brokers.

M'KINNEY, TEXAS.

Reinhart & Company, wheat, corn, oats, maize.*

MEMPHIS, TENN.

Merchants Exchange Members.

Davis & Andrews Co., grain, mixed feed.*

MILWAUKEE, WIS.

Chamber of Commerce Members.

Bacon Co., E. P., grain and seed.*
Bell Co., W. M., commission merchants.*
Blanchard Grain Co., "Always Dependable."**
Bush Grain Co., grain merchants.
Cargill Grain Co., grain and seeds.
Donahue-Stratton Co., dlrs. grain and feed.*
Flanley Grain Co., consignments solicited.
Frankie Grain Co., feeds, grain, hay.
Fraser-Smith Co., commission merchants.
Procdtert Gr. & Malting Co., grain commission.
Kamm Co., P. C., grain shippers.*
Lamson Bros. & Co., grain commission.
Milwaukee Grain Commission Co., grain commission.*
Rang & Co., Henry, commission merchants.
Runkel & Dadmun, grain commission merchants.*
Taylor & Bourne Co., grain merchants.*
Updike Grain Co., consignments solicited.*

MERIDIAN, MISS.

Board of Trade Members.

Lyon & Co., A. J. whlse. gro., grain, feed.
Threefoot Bros. & Co., whlse. grain, feed, dr., gro.*

MIDDLEPOINT, OHIO.

Pollock Grain Co., grain, hay, straw, ear corn.

MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.*

MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Cargill Commission Co., grain commission.*
Cereal Grading Co., grain merchants.*
Hankinson & Co., H. L., grain commission.*
Malmquist & Co., C. A., receivers & shippers.*
Marfield Grain Co., grain commission.*
McCull Dinsmore Co., consignments solicited.*
Seidl, Frank J., all grains and feeds.*
Sheffield Elevator Co., shippers of grain.*
Sterling Grain Co., receivers and shippers, all grains.*
Van Dusen-Harrington Co., grain merchants.*

MOULTRIE, GA.

Delay, A. J., flour and grist mill.

NASHVILLE, TENN.

Grain Exchange Members.

Allen Grain Co., receivers and shippers.*
Allfeed Milling Co., feed manufacturers.
Kerr, S. S., receiver and shipper.*
Tennessee Grain Co., receivers and shippers.*
Tyner & Co., John A., receivers and shippers.*

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.

NEW ORLEANS, LA.

Board of Trade Members.

Anderson & Jackson, Inc., exporters of grain.*
Fox Co., O. B., exporters.
Nathan, Edw., succr. to Nathan & Fettes, fwdg. agt.*

NEW YORK CITY.

Produce Exchange Members.

Jones & Co., M. B., buyers—quote us.*
Knight & Company, commission merchants.*
Muller & Co., Inc., W. H., recvrs., buyers, exporters.*
Therrien, A. F., broker.

NORFOLK, VA.

Moon-Taylor Co., grain and hay brokers.

OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Cherokee Grain Co., grain merchants.*
Lang Grain Co., J. H., prompt and efficient service.*
Marshall Grain Co., grain, feed, seeds.*
Moore, George L., grain merchant.
Okla. City M. & E. Co., grain merchants, millers.*
Perkins Grain Co., W. L., brokers.*

OKLAHOMA CITY, OKLA., (Continued).

Scannell-Winters Grain Co., grain and feed.*
Stinnett Grain Co., grain merchants.*
Stowers Grain Co., W. B., commission merchants.*
Vandenburgh, Jesse, milling wheat.*
Vandever Grain Co., wholesale grain.
White Grain Co.*

OMAHA, NEBR.

Grain Exchange Members.

Butler Welsh Grain Co., grain merchants.*
Crowell Elevator Co., receivers, shippers.*
Holmquist Elevator Co., receivers and shippers.*
Maney Grain Co., The, consignments.*
Roberts Grain Co., Geo. A., grain merchants.*
Stockham Grain Co., E., commission merchants.*
Trans-Mississippi Grain Co., receivers and shippers.*
United Grain Co., grain commission.
Updike Grain Co., consignments.*

OTTAWA, KANS.

Ross Milling Co., The, millers, hard wheat flour.

PAMPA, TEXAS.

McMurtry Grain Co., L. C., wheat, kafir, milo.*

PEORIA, ILL.

Board of Trade Members.

Bartlett Co., S. C., grain commission.
Bowen Grain Co., H. D., receivers & shippers.
Cole Grain Co., Geo. W., receivers and shippers.*
Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., C. H., grain commission.*
Harrison, Ward & Co., receivers & shippers.*
Luke Grain Co., grain commission.*
McFadden & Co., G. C., consignments.*
Miles, P. B. & C. C., grain commission.*
Mueller Grain Co., receivers and shippers.*
Turner Hudnut Co., receivers and shippers.*
Tung Grain Company, receivers and shippers.*

PHILADELPHIA, PA.

Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.*
Dunwoody Co., Est., flour, grain, feed.*
Richardson Bros., grain, flour, millfeeds.*
Richardson, Geo. M., grain and feeds.*
Rogers & Co., E. L., hay, straw, grain, feed.*
Stites, A. Judson, grain and millfeed.*

PITTSBURGH, PA.

Members Grain and Hay Exchange.

Allen & Co., H. S., grain and hay.*
Bursen Grain Co., C. G., recvrs., shprs.-commission.*
Elwood & Co., R. D., hay and grain.*
Foster Co., C. A., grain merchants.
Geidel & Leubin, grain and hay.
Hardman & Daker, grain, hay, millfeed.*
Harper Grain Co., corn a specialty.*
Heck & Co., W. F., grain, hay, millfeed.*
McCague, Ltd., R. S., grain, hay.*
Rogers & Co., Geo. E., grain and hay.*
Smith & Co., J. W., grain merchants.*
Stewart & Co., Jesse C., grain and mill feed.*
Walton Co., Samuel, grain and hay.*

PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

PUEBLO, COLO.

McClelland Mc'l I. & R. Co., grain, hay and feed.*

RICHMOND, VA.

Grain Exchange Members.

Beveridge & Co., S. T., grain, hay, feeds, seeds.

ROCHESTER, N. Y.

Dailey Bros., Inc., receivers and shippers.*

SAGINAW, MICH.

Saginaw Milling Co., flour, feed, hay, grain.*

SALINA, KANS.

Board of Trade Members.

Bossemeyer Grain Co., The Paul, grain merchants.*
Freeman-Faith Grain Co., receivers and shippers.*
Hayes Grain Co., Always in the market.
Richter Grain Co., wheat, coarse grains & millfeed.*
Rickel, E. L., grain receiver and shipper.
Service Grain Co., grain, feed, grain products.*
Weber Flour Mills Corp., millers, exporters, grain dlrs.*

SALT LAKE CITY, UTAH.

Utah-Idaho Bkg. Co., whlse. grain, hay, flour, feed.*

ST. JOSEPH, MO.

Grain Exchange Members.

Button-Simmons Grain Co., grain commission.*
Gordon Grain Co., grain commission.*
Marshall Hall Grain Co., consignments solicited.*
Washer Grain Co., W. S., consignments.*
Yancey Grain Co., commission merchants.*

SAN ANTONIO, TEXAS

King, Douglas W., wheat, corn-brok., Texas R. Oats.*

ST. LOUIS, MO.

Merchants Exchange Members.

Annan Burg G. & M. Co., flour, grain, millfeed.*
Dreyer Commission Co., feedingstuffs, grain, seeds.*
Graham & Martin Grain Co., grain commission.*
Marshall Hall Grain Co., grain commissions.*
Langenberg Bros. Grain Co., grain commission.*
Morton & Co., grain commission.*
Nanson Commission Co., grain commission.*
Picker & Beardsley Com. Co., grain and grass seed.*
Turner Grain Co., grain commission.*

SIOUX CITY, IOWA.

Board of Trade Members.

Button Co., L. C., grain commission.*
McCaull Dinsmore Co., commission.*
Terminal Grain Corp., receivers & shippers.*
Western Terminal Elevator Co., receivers and shippers.*

SIOUX FALLS, S. D.

Burke Grain Co., grain merchants.

STERLING, COLO.

Moore, James A., grain dealer.

SUPERIOR, NEBR.

Bossemeyer Bros. Terminal Elevator.*
Elliott & Myers, grain merchants.*
Superior Terminal Elevtr. Co., grain, corn products.

THOMASVILLE, GA.

Burch & Son, W. H., corn millers.

TOLEDO, OHIO.

Produce Exchange Members.

De Vore & Co., H. W., grain and seeds.*
King & Co., C. A., grain and seeds.*
Morehouse & Co., wholesale grain and seeds.
Southworth & Co., grain and seeds.*
Wickenhiser & Co., John, grain receivers, shippers.*
Young Grain Co., grain.*

TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.*
Golden Belt Grain & Elevtr. Co., The, recvrs. & shprs.*
Topeka Grain Co., wheat, corn, oats, mill & ctn. feed.*

TULIA, TEXAS.

Cowan Grain Co., W. C., wheat, oats, maize, kafir.*

WASHINGTON, D. C.

Wilkins-Rogers Mlg. Co., Inc., receivers and shippers.*

WICHITA, KANS.

Board of Trade Members.

Baker-Evans Grain Co., milling and export wheat.*
Beyer Grain Co., consignments and mill orders.*
Blood Grain Co., I. H., consignments, mill orders.*
Clark Grain Co., C. M., all kinds grain and feed.*
Craig Grain Co., J. W., consignments and mill orders.*
Hayes Grain Co., John, Okla.-Kan., wheat for mills.
Hipple Grain Co., consignments.
Kansas Flour Mills Co., receivers and shippers.
Kramer Grain Co., receivers and shippers.*
Linton-Christy Grain Co., strictly brokerage & comm.*
Norris Grain Co., exporters.
Raymond Grain Co., consignments.*
Simonds-Shields-Lonsdale Gr. Co., exporters.
Smith-McLinden Grain Co., milling and export wheat.
Southern Grain Co., exporters.
Stevens-Scott Grain Co., receivers and shippers.*
Strong Trading Co., wholesale grain and feed.*
Terminal Elevators, exporters.
Wallingford Bros., receivers and shippers.*
Wichita Flour Mills Co., millers and grain merchants.
Wichita Grain Co., receivers and shippers.*
Wichita Terminal Elev. Co., general elevator business.*

WICHITA FALLS, TEXAS.

Mytinger Grain Co., J. C., grain, feed, seeds.*

WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whlrs. gr. and seeds.*

WINFIELD, KANS.

Daves & Daves, red mlg. wheat, mill feed.*

WOODWARD, OKLA.

Sharon Grain Co., wholesale grain.

*Member Grain Dealers National Association.

PITTSBURGH

There are excellent reasons for Pittsburgh's ascendancy to its present lofty position in the world of business. The United States knows no greater city of industry, with the corresponding adequacy of its transportation facilities. Its railroads give it competitive service to all parts of the country. Nature gave it the water connection with the entire Mississippi Valley. Millions of people live in the territory naturally tributary to Pittsburgh, and look to it for their needs.

There is one simple reason why Pittsburgh should stand head and shoulders above all as an advantageous market for grain and hay shipments. The rocky and mountainous country of Western Pennsylvania precludes large or extensive raising of forage crops. Feed must be brought in constantly.

Pittsburgh has something of promise to offer every grain and hay shipper in the Central West. Better returns, more satisfactory service, and larger profits. Try "Billing it to Pittsburgh." You may be sure of fair and courteous treatment from any of the following members of the Grain and Hay Exchange.

Geidel & Leubin
W. F. Heck & Co.
Hardman & Daker
Harper Grain Co.
C. A. Foster Co.
Samuel Walton Co.

Jesse C. Stewart Co.
R. S. McCague, Ltd.
J. W. Smith & Co.
H. S. Allen & Co.
Geo. E. Rogers & Co.
C. G. Burson Grain Co.

Chamber of Commerce
Members

BALTIMORE

Chamber of Commerce
Members

Receivers, Shippers, Exporters

H. C. JONES & CO.
 BALTIMORE
 Grain and Hay
 Consignments or Direct Purchases

CONSIGNMENTS A SPECIALTY
JOHN T. FAHEY & CO.
 Commission Merchants
 Grain Receivers and Shippers
 In the Market every day
 Remember us on Rye BALTIMORE, MD.

GILL & FISHER
 Grain Receivers and Shippers
 BALTIMORE

Chas. England & Co. Inc., Grain-Hay-Seeds
 Commission Merchants - 308-310 Chamber of Commerce, BALTIMORE

Baltimore Grain Co.
 Consignments
 Baltimore Maryland

Established 1900
G. A. HAX & CO.
 COMMISSION
 Grain and Hay
 BALTIMORE MARYLAND

Put Your Name

where every progressive
grain dealer will see it
and keep it there.

THAT IS IN THE

Grain Dealers Journal
 OF CHICAGO

DENVER

is in position to give you gratifying returns on your grain shipments. The extra effort shown by the Denver Grain Exchange Members is responsible for so many new customers becoming old customers. You owe it to your business to try Denver service.

You can learn more about this paramount service by getting into communication with any of the Grain Exchange Members listed here. They welcome all inquiries.

The Ady & Crowe Mercantile Co.
Grain, Hay, Beans.

Denver Elevator
Wholesale Grain, Flour and Mill Feed.
We operate 30 elevators in Eastern Colorado.

Houlton Grain Company
Wholesale Grain—Get in touch with us.

O. M. Kellogg Grain Co.
Receivers and shippers of all kinds of Grain.

McCaull-Dinsmore Co.
Grain—Wholesaler and Commission.

The Farmers Elevator Co.
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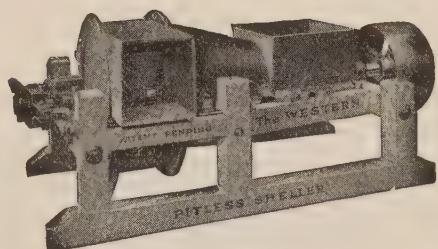
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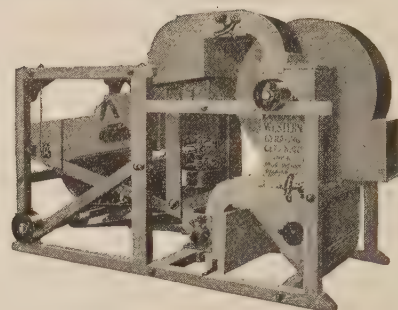
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Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

Information Bureau

Grain Dealers Journal, 309 So. La Salle St., Chicago

You owe yourself and your employees magnetic separation

DOES YOUR DUTY to your men and to yourself end when you have insured your property?

Insurance never stopped a fire—never prevented an explosion—never restored a human life!

Dings Magnetic Separators eliminate the iron that causes the sparks, explosions, and their all too often consequence, loss of life.

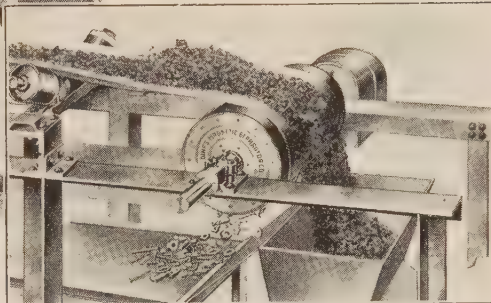
Magnetic pulleys remove every trace of iron from the conveyed material before it enters the hoppers of crushers and mills. Besides preventing dangerous sparks, they reduce wear of grinding faces, rolls and bolting cloth. No elevator or mill can conscientiously operate without the money-saving Dings.

DINGS

Magnetic Separator Co. • Specialists in ~

Magnetic Separation

Type G Dings Magnetic Separator feeding two ball and jewel attrition mills. Note dust proof cover.

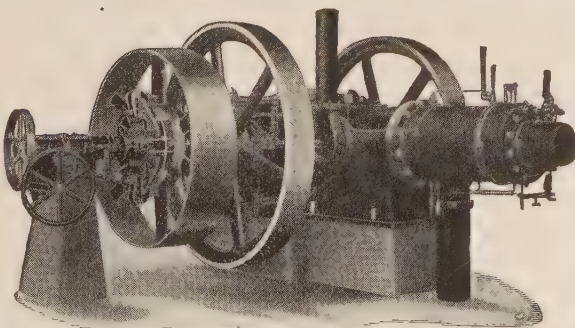


Dings Magnetic Separator Co.

642 Smith St., MILWAUKEE, WIS.

NEW YORK 52 Vanderbilt Ave.	DENVER 1718 California St.
RICHMOND 1905 E. Main St.	CHICAGO 616 S. Michigan Ave.
DETROIT 805 Hammond Bldg.	PITTSBURGH 1522 Oliver Bldg.
CLEVELAND 730 Engineers Bldg.	ST. LOUIS 1004 Federal Rsve. Bldg.
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MUNCIE Heavy Duty Oil Engine



USE CRUDE OIL AND FUEL OIL

Reduce Your Fuel Bill 80 Percent
Sizes 10 to 250 H. P.

MUNCIE OIL ENGINE CO.
MUNCIE, IND., U.S.A.

Branches: Atlanta, Ga. Dallas, Tex. Export Dept.
36-40 W. 60th St., N. Y. City

IN considering the purchase of a Cleaner you are sure to ask yourself Will It Pay?

You can be assured that it **will pay** if you buy a "Standard" which is equipped with our Patented Blast Regulator, Automatic Traveling Brushes and Force Feed Hopper all of which result in making them the efficient machines they are recognized to be by any number of satisfied users.

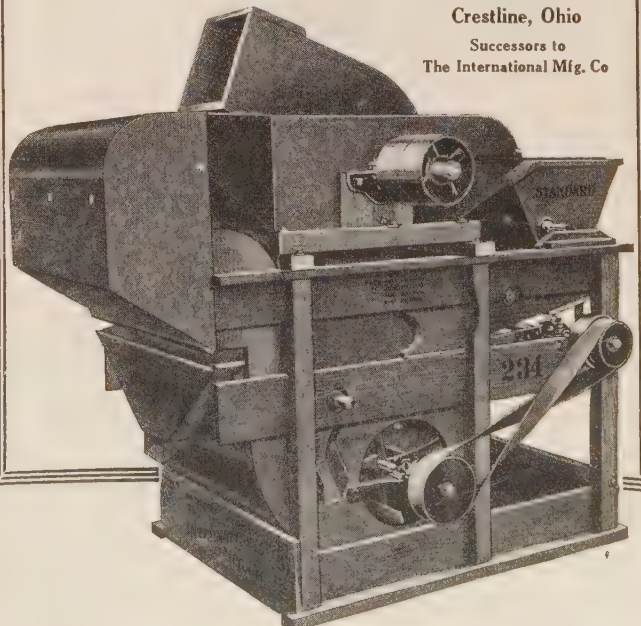
Our line comprises machines suitable for cleaning any kind of grain or seed.

Write for our latest catalogue of twenty-four different styles with prices.

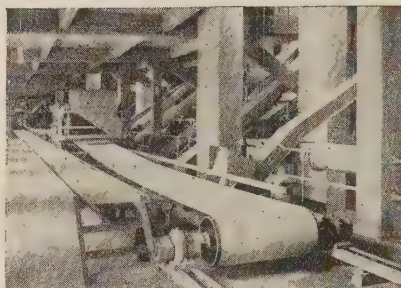
THE BURCH PLOW WORKS CO.

Crestline, Ohio

Successors to
The International Mfg. Co



WEBSTER Grain Elevator Machinery



The biggest users in the world of Elevating, Conveying and Transmission Machinery for grain handling have repeatedly installed Webster Machinery.

In smaller plants, where effective equipment is fully as important, Webster Machinery holds the same prominent place.

When planning new structures, repairs or extensions, call upon our experienced engineers, who are ready to make recommendations based upon your requirements.

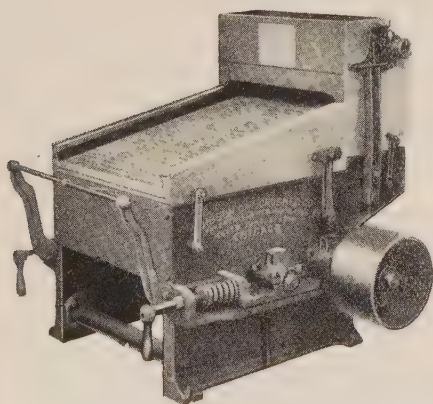
The WEBSTER MFG. COMPANY

Chicago, Ill.

Tiffin, O.

Michigan City, Ind.

Sales Offices in Principal Cities



*Three
Units
in
One*

Feeder-Cleaner-Mill

you get them all in a GIBSON OAT CRUSHER and a GIBSON CORN CRACKER.

Feeder and cleaner are eccentric driven—no belts or pulleys except for the main drive.

Gibson Oat Crusher Co.
Manufacturers

1530 McCormick Bldg. CHICAGO

Improved Duplicating Grain Tickets

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and a ticket for the hauler. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6 $\frac{3}{4}$ inches. The 125 duplicates are printed on manila but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7 $\frac{1}{2}$ x12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

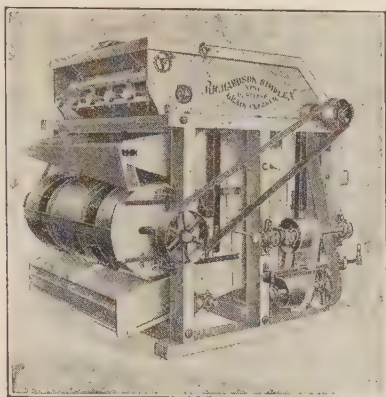
Form 19GT Duplicating (250 pages) \$1.50

Form 19GT Triplicating (375 pages) 2.00

Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.



**This 1922 Model
Simplex Cleaner and Separator
Is the Latest Marvel in a Grain Cleaner**

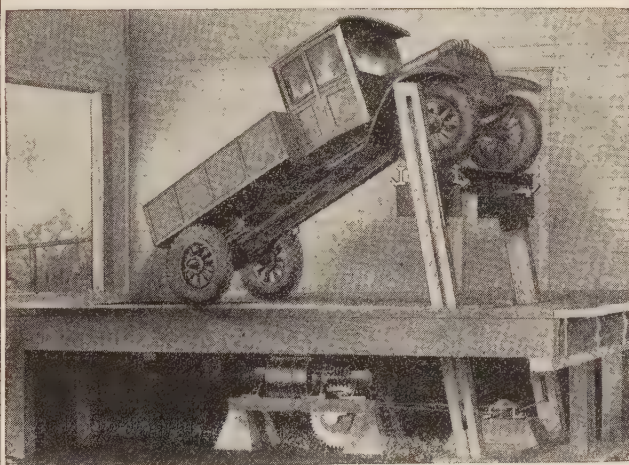
GUARANTEE

Most substantially constructed.

Most adaptable—most efficient.

Largest capacity—is Dustless.

Embodies many exclusive and decidedly efficient features not found on any other cleaner. See the Simplex in operation reducing 12 to 15% dockage for oats and seeds down to less than 2% at 800 to 1000 bushels per hour and you would have no other.



**Richardson Auto Truck
and Wagon Dump**

Easily and cheaply installed.

Simple and substantially constructed.

No delicate or complicated working parts.

No locking or chaining of front or rear wheels.

Operated and controlled by single lever or switch.

No compressed air system to give trouble.

No pits to dig or expensive foundations to build.

Absolutely dependable and self-locking at any point at which the hoisting cradle may be raised.

Requires very little power.

Gears run in oil.

WILL FIT YOUR PRESENT SCALE.

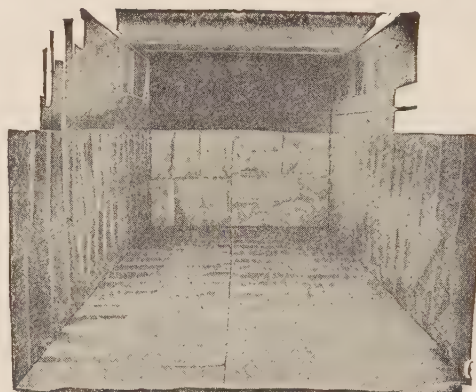
**SATISFACTION GUARANTEED
OR YOUR MONEY REFUNDED**

Richardson Grain Separator Co.
MINNEAPOLIS WINNIPEG

**Leakage of Grain
Can Be Avoided**

by the use of

**KENNEDY
CAR LINERS**



BAD ORDER CARS

**Cause the loss of many hard earned
dollars to shippers of grain and seed**

MUCH OF THIS LOSS can be saved by the use of **Kennedy Car Liners**. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevent leakage in transit and afford a maximum insurance at minimum cost.

KENNEDY CAR LINERS are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost of same? We are confident this would demonstrate to you the efficiency and money saving merits of our proposition.

Made Only by

The Kennedy Car Liner & Bag Co.

SHELBYVILLE, INDIANA

Canadian Factory at Woodstock, Ont.

HELICOID CONVEYOR

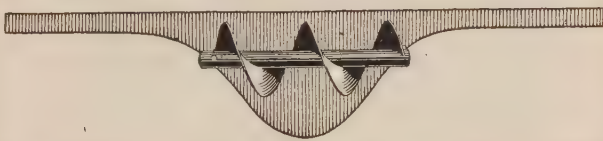
CONTINUOUS flights (without laps or rivets), and heavier flights on larger pipe, make Caldwell Helicoid Conveyor by far the best on the market. It is the recognized standard conveyor of this type.

The price is no more than for ordinary screw conveyor.

H. W. CALDWELL & SON CO. LINK-BELT COMPANY, OWNER

Dallas, Texas, 709 Main Street—Chicago, 17th Street and Western Avenue—New York, Woolworth Bldg.

CALDWELL



Minneapolis Elevator Buckets "V" Type



Designed for High Speed

This type of bucket increases the capacity of the average old-style elevator 50 to 100%. No replacement of head, legs, boots or belt necessary. The buckets may be spaced on belt only $\frac{1}{4}$ to $\frac{1}{2}$ inch apart and the head pulley run 5 revolutions per minute faster. The "V" shape insures perfect discharge at high speed. Buckets durably made to stand hard service.

*We can furnish these buckets in all sizes
Write today for our new low prices*

STANDARD STEEL WORKS

16th and Holmes Sts.

North Kansas City, Mo.

BEFORE you buy any truck dump find out what it will cost to *install* it

A Kewanee *All Steel* Truck Lift reaches you in four major units *completely assembled*. You have no costly inclines to build, nor any expensive alterations to make in your driveway. Any handy man, who can work concrete and use a pipe wrench, saw and hammer, can install the average Kewanee job in less than two days' time, with one common helper. And about \$15 is all you need spend for material.

While there are dumping devices selling for less than the Kewanee, experience has shown that very often their *actual cost, installed*, is greater.

Kewanee *All Steel* Truck Lift

The Kewanee All Steel Truck Lift is the finest lift which can be built. It is all steel—strong as a steel bridge—and will last as long as your elevator. *It is the only ball bearing lift made.* This ball bearing construction permits the lifting frame to slide up and down *smoothly*. It can't stick. Less air is required to raise and lower it so one charging of your air tank dumps more loads.

It dumps both wagons and trucks—quickly—easily.

And with every Kewanee we furnish a high-grade steel *riveted* air receiver instead of the cheaper welded tank furnished with most dumping devices.

Sold and installed by most all reliable elevator contractors. If your contractor does not have blue prints and prices write us direct.

Kewanee Implement Co.

Kewanee, Illinois

Southwestern Distributors:
Fairbanks, Morse & Co., Kansas City, Mo.

ARE

YOU STILL

CLIMBING

STAIRS ?

Why Not Save Your Time, Health and Energy ?

Think how pleasant and convenient it would be to walk over to a constantly moving passenger elevator, step on, and be safely elevated to the top floor and return, after performing the duties that necessitated your errand, on the down-going side, with practically no effort on your part.

You and your employees can enjoy just such conveniences, save time, and prolong your lives by installing a Barnard-Moline All Steel Employees' Belt Elevator, here illustrated, which is especially designed for use in large flour mills, warehouses, grain elevators, factories, etc.

As its name implies, it is constructed entirely of steel and cast iron, except the tops of the Barnard-Moline Patented Double Tread Steps, which are made of hard wood. It is equipped with either belt or motor drive, as desired. It occupies a floor space of only 30 by 70 inches.

You Cannot "Go Over the Top"

Each double-tread step is equipped with a lever and spring-actuated trigger device that is thrown in and out of position when operator's weight is on or off the step. In operation, should an operator fail to alight at the last upper landing station, the trigger intercepts one of the parts of the Barnard-Moline Patented Automatic Safety Stop Device, which is securely fastened to one side of the steel channel frame, approximately 12 inches above the top floor, stops the elevator, and positively locks it in this position until operator steps off and starts it manually, by use of the hand rope at side of elevator.

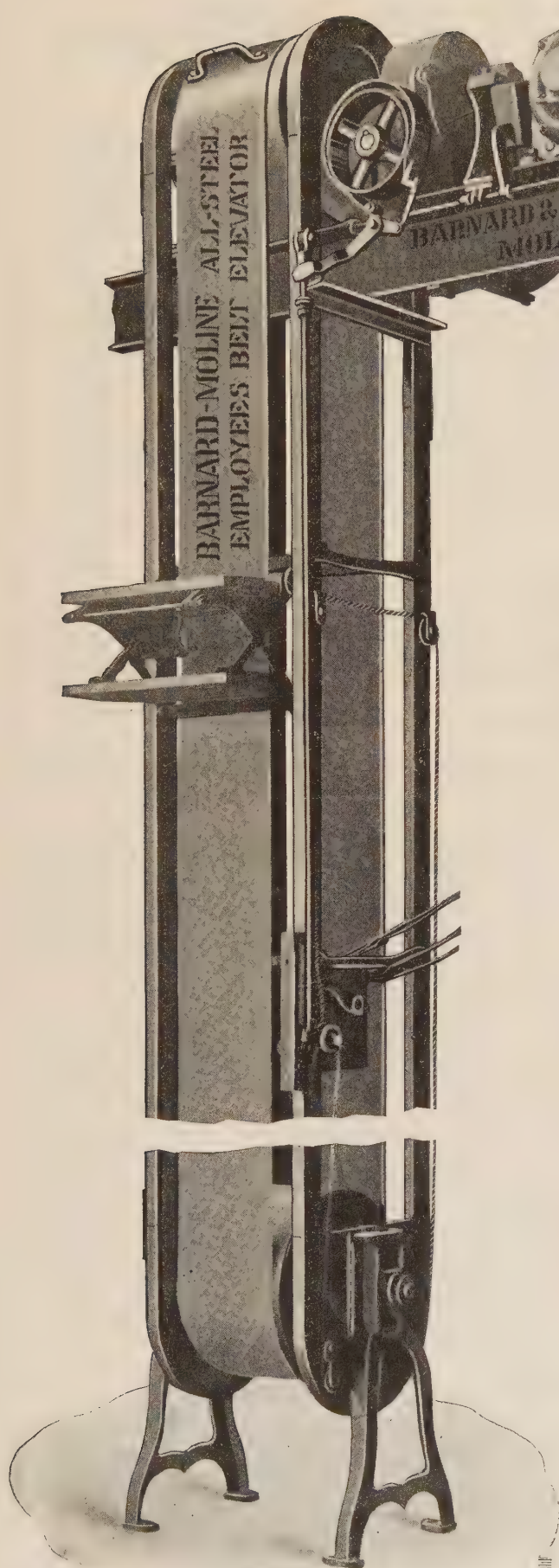
Send us the total height, measured from level of lowest floor to that of the highest floor of your building, also a full description of the kind of electric current you will use, specifying phase and voltage of motor, and we will tell you exactly what it will cost, complete, ready to install, or, if Belt-Drive is desired in place of the Motor Driven Type, just send us the dimensions of your building, as stated above.

BARNARD & LEAS MFG. CO.

MILL BUILDERS AND

MILL FURNISHERS

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



What About Your Machinery

—IS IT READY FOR THE NEW CROP?

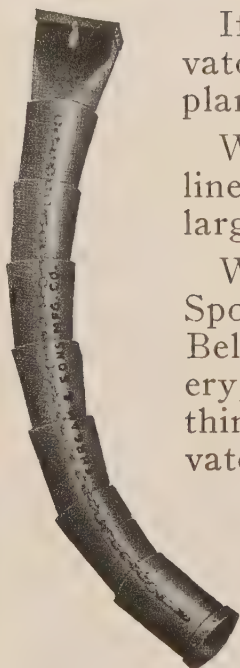
If you are planning on building a new elevator, or enlarging or repairing your present plant, the sooner you do it the better.

We are manufacturers of the most complete line of machinery in the middle west for either large or small elevators.

Write us for prices on Wood or Steel Legging, Spouting, Turnheads, Elevator Cups, Screw or Belt Conveyor, Power Transmission Machinery, Roller Feed Mills, Dumps, Manlifts or anything you need to properly equip your elevator.

Our catalog No. 22 sent on request.

The J. B. Ehrsam & Sons Mfg. Co.
Enterprise, Kansas



Radio Telephone Market Quotations

together with concerts and lectures are being broadcasted from nearly every large city. Reasonable deliveries can be made on orders placed now.

Know with whom you are dealing. Ask any Board of Trade firm about us.

THE NASH-ODELL CO.

(Formerly Charles A. Nash, Inc.)

Franklin 1085 172 N. Franklin St. Chicago, Ill.

Wagon Loads Received

A book for the use of country grain buyers in keeping a record of grain received from farmers. Some dealers record oats receipts in front and corn receipts in the back of book; others use a separate book for each kind of grain.

Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book is 9½x12 inches, 160 pages, 20 lines to each page, giving room for recording 3,200 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380.

Price, \$2.75

GRAIN DEALERS JOURNAL

309 South La Salle St., CHICAGO, ILL.

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We specialize on FABRICATED STEEL PRODUCTS and are equipped to furnish steel plate products such as tanks, hoppers, stacks, conveyors, chutes, pipe, elevator legs, coal mine equipment, cement and concrete sheet steel forms promptly. Let us estimate on your requirements.

Corrugated Sheets Erected

We are specialists in furnishing and erecting ROOFING & SIDING of galvanized, painted or zinc sheets, corrugated or formed. Our mechanics are experts—they know how. Let us figure on your erection, no matter where located.

Our complete stock of galvanized, black, blue annealed sheet steel and zinc enable us to give immediate attention to all orders and inquiries received.

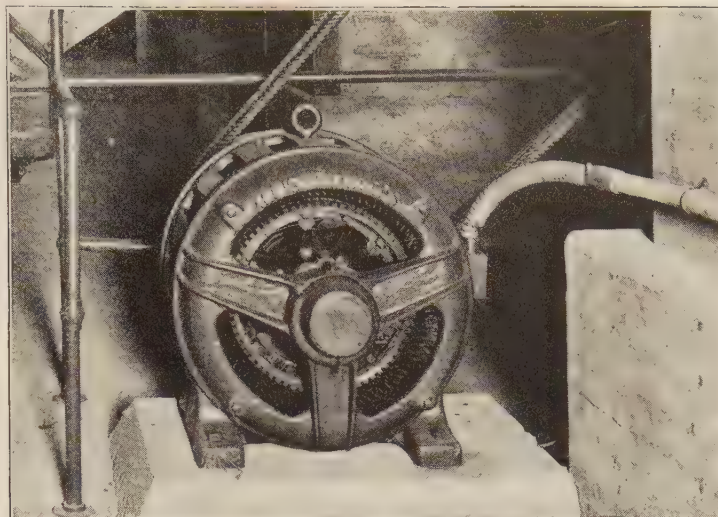
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930 West 19th Place

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Induction Motors

In Any
Capacity



For All
Voltages
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Speeds

Allis-Chalmers Type "AN" Squirrel Cage Motor driving cleaning machinery through rope drive

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ALLIS-CHALMERS
MANUFACTURING COMPANY

MILWAUKEE, WISCONSIN. U.S.A.



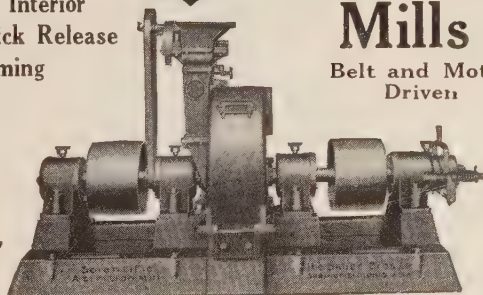
The Bauer
COSTS LESS PER HOUR

Ball Bearings
Accessible Interior
Safety Quick Release
Self-Tramming

**Attrition
Mills**

Belt and Motor
Driven

SAVE
Power
Time
Money

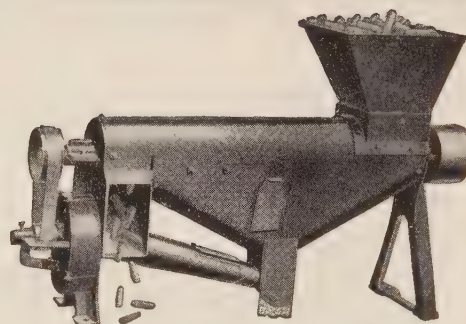


The Bauer Ball-Bearing Belt-Driven Attrition Mill
Costs Less per Hour to Operate

The Bauer
COSTS LESS PER HOUR

Send for
Catalog

The BAUER BROS. Co.
506 Bauer Bldg.
SPRINGFIELD, OHIO



Style A Triumph Corn Sheller

A GOOD SHELLER OF MODERATE CAPACITY

If you can use a Sheller that will properly shell 75 bushels of corn an hour; and if you want a good simple machine, you'll get just the sheller you ought to have in a Triumph.

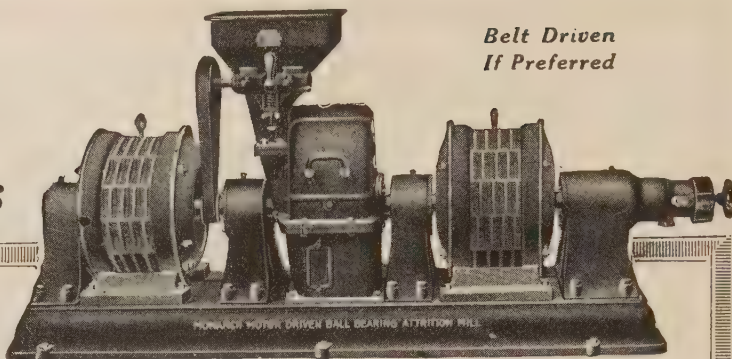
Thousands of Triumph Shellers are at work in moderate sized mills and elevators both in this country and abroad, and every one of them is shelling corn properly and producing its share of profits.

We'll be glad to send you a copy of our new corn sheller circular. Just send us a postal or a letter asking for it.

THE C. O. BARTLETT & SNOW CO.

Main Office and Works: Cleveland, Ohio

Consider Its AVERAGE Service Records



*Belt Driven
If Preferred*

IS there not something of uncommon significance in the fact that Monarch Ball Bearing Attrition Mills are frequently bought by elevator operators who have owned or operated feed grinders of other makes?

Instances of unusual performance can be cited by the score; but if you

will just consider the **average** of this mill's service records, you can readily satisfy yourself that it is really a superior machine.

Write and ask us to send you descriptive literature, and to tell you where you can see a Monarch in operation.

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The Monarch Mill Builders

CHICAGO OFFICE:
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308 New England Bldg.

MONARCH

BALL BEARING
ATTRITION MILL

"INVINCIBLE"

THE PASSWORD

Into the Society of Grain Elevator Operators
who differentiate between dependable grain
cleaners and others.

Invincible Grain Cleaner Company, Silver Creek, N.Y.

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St. Marys Oil Engine Co.

ST. CHARLES, MISSOURI

Manufacturers of Deisel Oil Engines for Mills and Elevators

WANT ADS

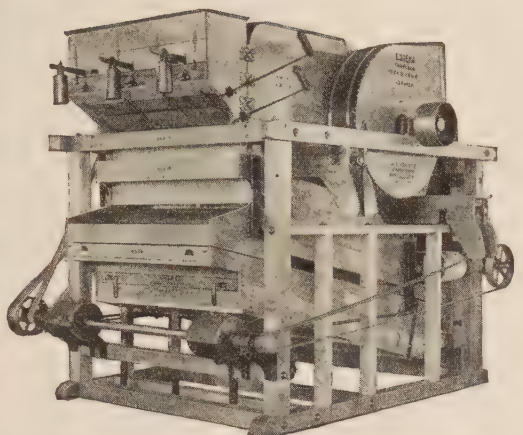
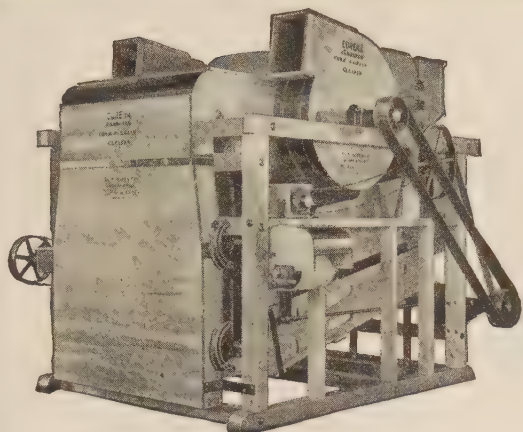
in the GRAIN DEALERS JOURNAL make wants known to everyone connected with the grain trade. If you desire to buy or rent, sell or lease an elevator or anything used by grain dealers, try a JOURNAL want ad twice a month and your want will soon be satisfied.

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need for your
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where to get the
latest and best.

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Another "EUREKA"

Thoroughbred

Is our combined machine for cleaning both
CORN and SMALL GRAINS

In this "EUREKA," mechanical excellence and practical utility go hand in hand. Here our engineering staff has scored a worth-while triumph—the first Combined machine without a drawback. You need this up-to-date, accessible, light-powered profit producer.

Our profusely illustrated
Bulletin No. 82 is yours for
the asking — write for it.



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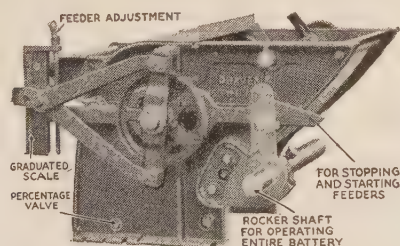
European Branch: S. Howes, 64 Mark Lane, London, Eng.



Draver Feeders, Bar-Nun Grinders and "LePage" Corrugation

Are specifications made by responsible construction engineers for maximum elevator and feed mill production, at low cost, with less waste and a better product. Fifty Years of Square Dealing A Guaranty of Satisfactory Service.

DRAVER WING TYPE FEEDER



Feeds accurately a continuous, even flow of all kinds of whole or ground grains, cotton seed meal, hulls, alfalfa, etc. No bridging or bunching. Individual or battery drive.

Originators and Sole Owners
"LE PAGE" PATENT CORRUGATION

Will
Make
96%
Cracked
Corn

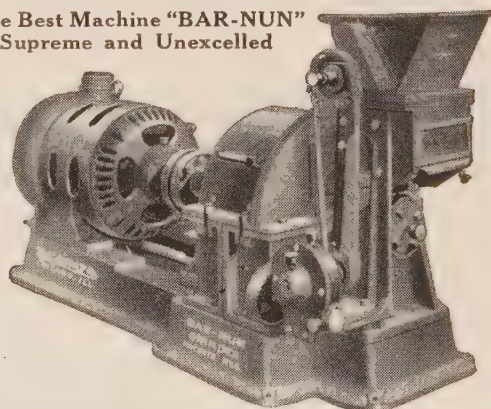


With
Only
4%
Feed
Meal

Cuts every kernel, sharp, clean and uniform, producing a product attractive in appearance and of high sales value.

IMPROVED BAR-NUN GRINDER

The Best Machine "BAR-NUN"
Supreme and Unexcelled



For economic, profitable production. Reducing screenings, bran, hulls, tailings or grain of any kind at Low Cost Per Ton. It's the best Bar-Nun; delivers a product uniformly and evenly ground to any degree of fineness in one operation, soft in texture, suitable for molasses and dairy feed.

Write for folders giving complete information on construction, installation, capacity and prices.

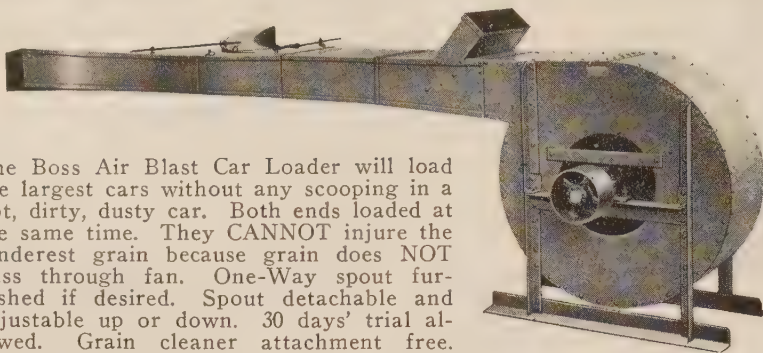
439-51 South
Clinton Street

B.F. GUMP & CO.

50th Year-1872-1922

CHICAGO,
ILLINOIS

Load Railroad Cars Without Scooping



The Boss Air Blast Car Loader will load the largest cars without any scooping in a hot, dirty, dusty car. Both ends loaded at the same time. They CANNOT injure the tenderest grain because grain does NOT pass through fan. One-Way spout furnished if desired. Spout detachable and adjustable up or down. 30 days' trial allowed. Grain cleaner attachment free. Grades raised. Make your house modern by installing one. New catalog No. 22 and prices mailed upon request. It also shows portable car loaders for loading grain from wagons to cars without scooping.

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THE HALL SPECIAL ELEVATOR LEG

NEVER CHOKES because it cannot be choked with shelled grain. That fact saves time and annoyance to busy men. It saves tearing of valuable leg belts and the destruction of cups. It saves the hazard of fires caused by friction of the choked belt on the revolving head pulley. If your time and property are of value, you will find it will pay you many times over to install in every instance, in any size elevator, a HALL SPECIAL. But these facts, serious as they may be, are comparatively trivial in financial results with the greater fact that the HALL SPECIAL does twice the work EVERY HOUR of other legs during its existence, and does it better.



The HALL SIGNALING DISTRIBUTOR

is very simple; two moving parts only—the latch lifts and swings the spout. Nothing ever gets out of order. It is an investment, not expense, and lasts indefinitely. It is accurate, saves mixing or spilling of grain, and permits utilizing all bin space constantly. It is purchased like stock or bonds for the earnings, not the price.

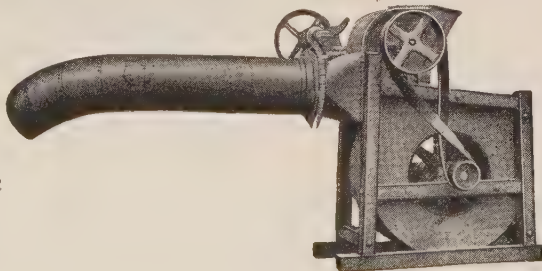
Write for our catalogs.

Hall Distributor Company, 434 Railway Exchange Bldg., Omaha, Nebr.

CLEAN AND LOAD IN ONE OPERATION

To make the most money these days the grain elevator operator must operate his plant as economically as possible; he must ship the highest grade possible and it must be clean. To get the maximum in loading facilities and at the same time clean the grain loaded every elevator operator should install

The
Combined
Grain
Cleaner
and
Pneumatic
Car
Loader

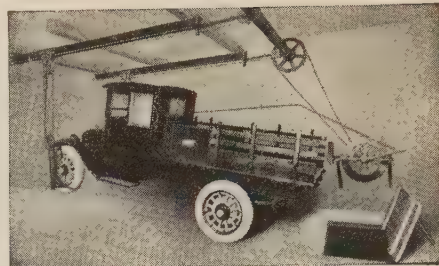


It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

Used by hundreds of elevator owners. List of users will be sent you upon request.

Write for List and Circulars.

MATTOON GRAIN CONVEYOR CO., MATTOON, ILLINOIS



McMillin Wagon and Truck Dump

Elevating the front end of a vehicle is the customary way of dumping.

What could be more simple and easily done than attaching cable blocks to the front wheels and elevating them, and supporting these cable blocks on tracks so they can be moved to a position to elevate any length vehicle, when the rear end of bed is in position to dump into any dump door.

The great speed reducing friction causes it to require light power. In this way there is no extra weight lifted when dumping.

Wagons or trucks can be dumped with the same device, and it works equally as well on one as the other.

The device for attaching to front wheels is constructed of channel iron which makes them light as well as substantial.

No part of this dump is in connection with driveway floor. FEW parts, ALL of which are strong and durable.

Is in every way a dump which was designed to meet the requirements of the grain elevator operator.

Is just as efficient for dumping into several doors as it is for dumping into one single dump door, making one machine all that is necessary for several dump doors.

For Further Information Address

L. J. McMILLIN

525 Board of Trade Indianapolis, Ind.

**WHEN EVERY AGENCY FOR
SAFETY OPERATION SAYS
"DO AWAY WITH DUST"
IT'S TIME THAT YOU LISTENED
TO REASON—**



The hundreds of thousands of dollars lost through dust explosions would equip every elevator in the country.

Don't be the next on the "Blow up list," but for the protection of the money invested in your business investigate our product.

**The New "1905"
Cyclone Dust Collector**

**THE FACTS ARE MIGHTY
INTERESTING**

**The Knickerbocker Co.
JACKSON, MICH.**

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Passenger or Freight
For Grain Elevators & Mills
Electric or Hand Power
Complete Line

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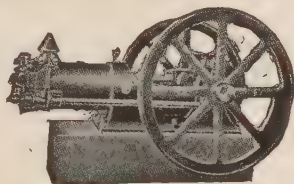
Have proved their superior qualities through years of reliable and economical service. Designed with a view to easy and inexpensive repair or replacement of parts. Cylinder, water jacket and head cast separate, easily and quickly replaced in case of damage by frost, which leaves the inner cylinder intact.

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If you are interested in stationary engines—gas, gasoline, or kerosene—you need the Otto catalogue. Drop us a postal for your copy.
Models up to 50 H. P. in stock.

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Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

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A Heavy, Practical Floor Brush for Sweeping Grain from Cars



One brush guaranteed to outwear four or five brooms and do cleaner and faster work.

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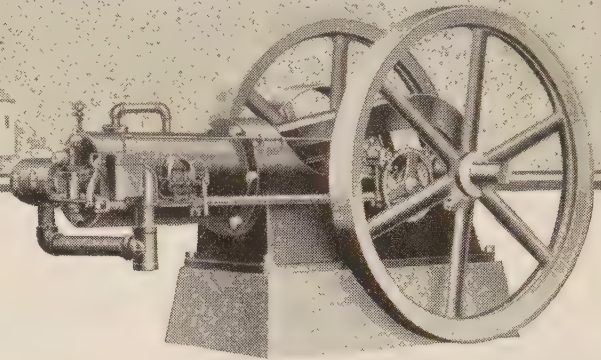
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1½ to 25 H.P. STATIONARY AND PORTABLE

Reliable
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Eliminate Costly Shut-downs By Installing Worthington Engines

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For Grain Elevators and Silo
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We make plans and build up-to-date
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We build Modern Fireproof Grain Elevators,
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We can furnish and install equipment in old or new
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Let us show you
433 Railway Exchange Bldg., OMAHA, NEB.

SEND US YOUR INQUIRY

We have the most complete
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for the construction of

**GRAIN and COAL
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MINNEAPOLIS, MINN.

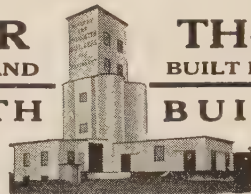
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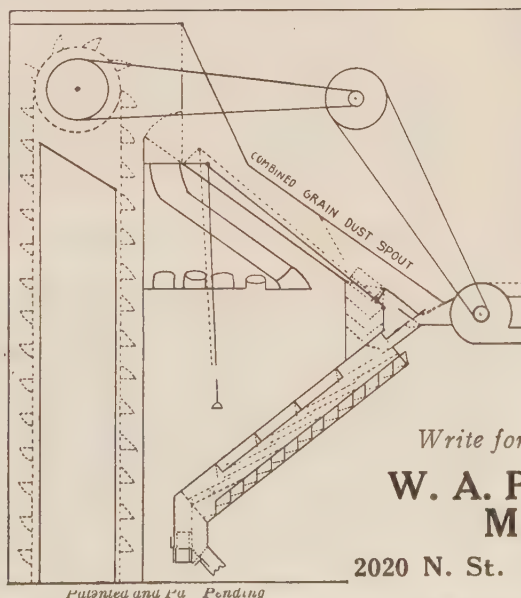
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Your Needs
MAYER HOTEL PEORIA, ILL.

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COMBINED Grain Cleaner and Dust Collector



not only cleans, scours
and conditions your
grain, but permits you
to keep your elevator
free from dust. The
fact that your grain
can be worked before
storing, with one eleva-
tion, and that the dust
is not allowed to escape
in your elevator, war-
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tigation of this very
efficient machine.

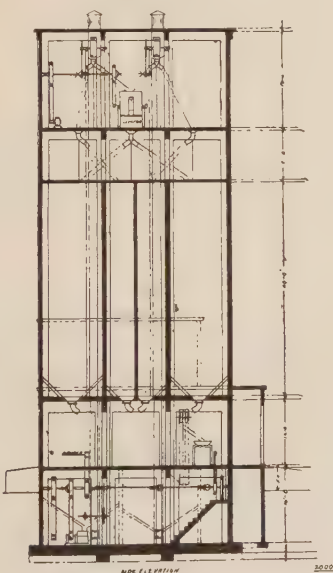
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Patented and 1st Pending



The care and study put into the design and con-
struction of each Reliance Elevator assures the
greatest economy in operation. Design No. 1000,
side elevation of which is shown above, is especial-
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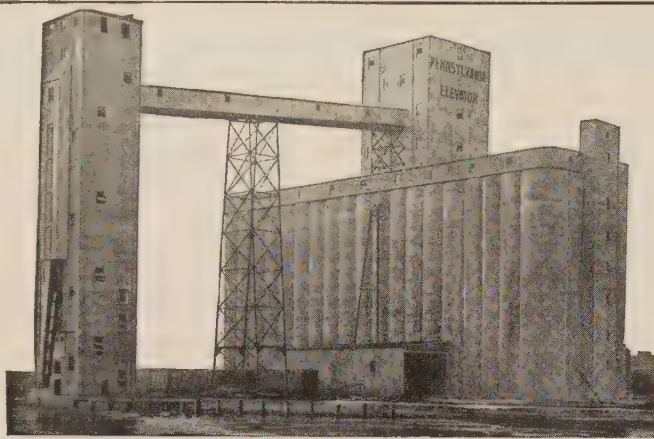
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Your Opportunity

is here. Now is the time to
let the elevator man know
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OUR advertisers are helping us to improve Grain Trade
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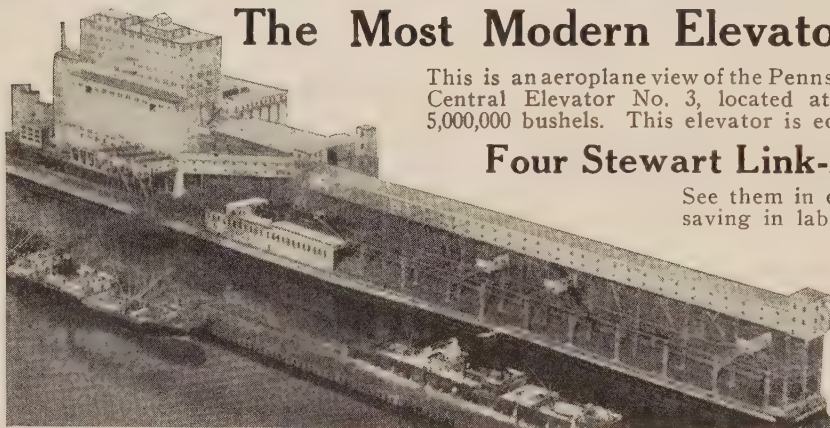
Pennsylvania Railroad Co.'s Terminal Elevator at Erie, Pa. 1,250,000 storage capacity, with marine leg, 25,000 bu. receiving capacity. All concrete, modern construction, with latest improvements.

Designed and built under the direction of

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The Most Modern Elevator in the World

This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with

Four Stewart Link-Belt Grain Car Unloaders

See them in operation and be convinced of their great saving in labor cost.

James Stewart & Co., Inc.

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In All Parts of the World

Grain Elevator Dept., W. R. Sinks, Manager
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GROUP OF TERMINAL ELEVATORS BUILT RECENTLY BY US AT

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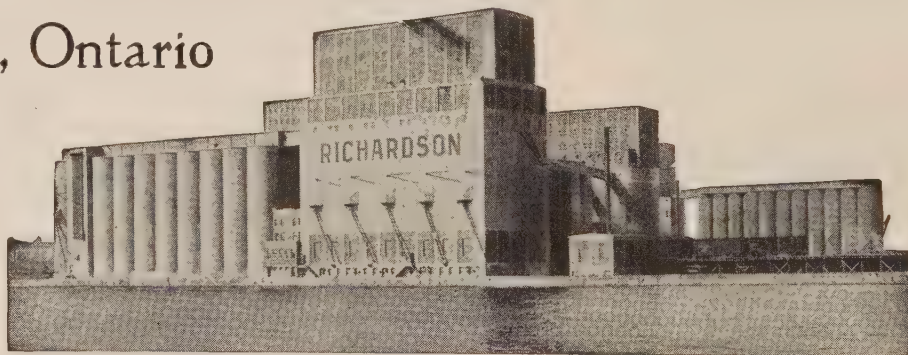
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The Saskatchewan Co-operative Elevator Co., Limited.

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Offices: Fort William, Ont., Duluth, Minn
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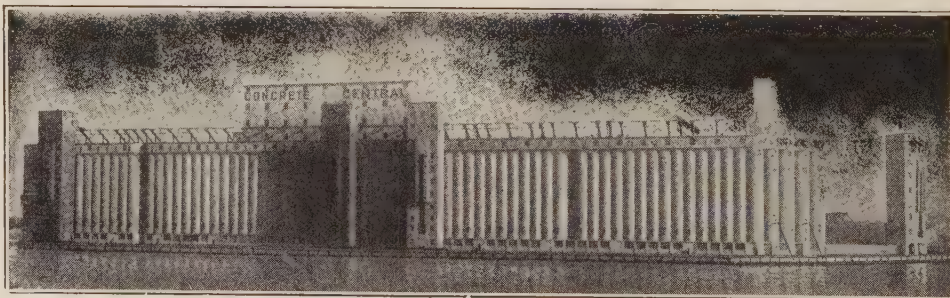


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assure you economical design, first class work, efficient operation.

SATISFACTION

Let us Submit Designs and Prices



Concrete Central Buffalo, 4,500,000 Bu.

One of the modern houses which has made a record for rapid and economical handling

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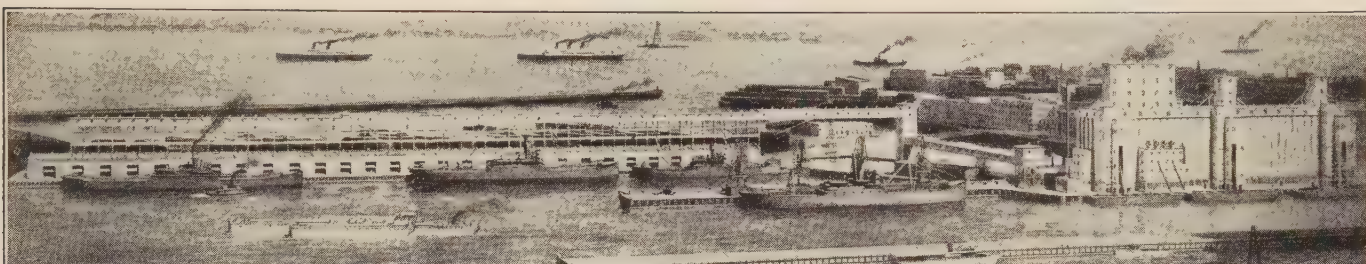
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108 South La Salle St.
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New York State Barge Canal Terminal Elevator now under construction

\$148,345.00 saved by the State of New York in placing contract for this structure with us.
ADVANCED METHODS—INTENSIVELY DEVELOPED ORGANIZATION—MADE THIS POSSIBLE

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CONE-SHAPE GRINDERS

It PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of Shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." *R. W. Wolf, Joplin, Mo.*

10 sizes; 2 to 25 H. P. Write for free catalogue. **N. P. BOWSHER CO., SOUTH BEND, IND.**

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IMITATION BRICK
Corrugated or Flat—Galvanized or Painted

Steel Mfg Warehouse
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HORNER & WYATT

Designers of
Flour Mills and Grain Elevators,
Warehouses, Power Plants and
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Preliminary Sketches and Estimates,
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ELEVATOR SIDING

Prompt shipment of Corrugated or Flat Sheets for elevator siding at rock bottom prices. We will be glad to quote attractive prices on large or small requirements. Write for stock list.

Nichols Wire & Sheet Co.

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10,000 SHIPPERS
Are now using

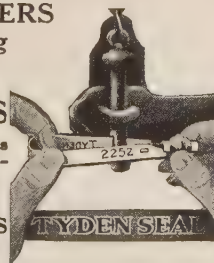
TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent
CLAIM LOSSES

Write for samples and prices

INTERNATIONAL SEAL & LOCK CO.
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617 Railway Exchange Bldg., Chicago, Ill.



A PARTNER

HELP or a POSITION,

can be obtained quickly by placing an ad. in the "Wanted" columns of the Grain Dealers Journal of Chicago. It is the grain trade's accepted medium for "wanted" and "for sale" ads.

Federal Trade Commission Again Casts Reflection on Grain Dealers.

[Continued from page 833.]

Furthermore, it is not at all impossible that railroad elevators could be operated profitably at interior terminals if the storage rates were made sufficiently low to enable cash handlers generally to employ these facilities in competition with private elevator merchandisers. Adequate profit from a purely storage and transfer elevator is chiefly a question of volume of business. If rates were sufficiently low to enable dealers without elevators to use these facilities, there should be a vast increase in the quantity stored by grain handlers and a great increase in the degree of utilization of capacity, such as to mean possibly a direct profit as well as other indirect advantages to the railroads owning the elevators.

The restoration of a normal situation as regards the use of public storage in the grain trade would apparently be so generally beneficial to the trade and to the public as to justify appropriate legislation.

CASH GRAIN PRICES AND QUOTATIONS.

Cash grain prices as at present reported for the various exchanges, and the methods of recording and computing such prices, taking the exchanges as a whole, are not sufficiently accurate. Terminal market prices serve as a basis for the prices paid in the country, and it is therefore of vital importance to the grower that records of cash prices actually paid should be as complete and accurate as possible, and that any prices compiled or selected from them for publication and circularizing should be determined as objectively and correctly as possible.

First, every cash sale made should be required, to be reported promptly, together with the time of the transaction, regardless of whether other sales have been made at the same time and price or not.

Second, it is regarded as fundamental that in the issuance of prices, such as opening, high, low, and closing, the element of human judgment should be, so far as practicable, eliminated. These prices ought to represent actual purchases and sales, so far as possible, and in the case of opening and closing quotations, prices on transactions within a definite period of the opening or the close. Highs and lows should likewise represent in all cases actual transactions. If it is found necessary to use bid or asked prices or nominal prices they should be so labeled and any necessary explanations made. It is important, also, that the procedure of closing price committees should be more definitely prescribed.

Finally, it is recommended that all the exchanges should publish quotations on a uniform basis, each kind of quotation to be made up by as nearly uniform methods and principles as practicable.

The exchanges have apparently devoted less attention to these matters than their importance demands. It is believed that they would perform a considerable public service if they would undertake a careful study of the situation, with a view to the establishment of a system of cash price quotations along the lines already indicated, or along other lines if they should seem better calculated to improve the situation.

INSURANCE CHARGES AT DULUTH.

For several years Duluth receivers have levied so-called insurance charges upon consignors to cover an alleged liability for loss on grain after delivery, but before unloading at the elevators. While the existence of any such liability as that alleged is a matter of dispute, the best evidence available would indicate that it does not exist.

During the five years ending with 1917 Duluth grain receivers collected for such insurance charges more than \$69,000 in excess of any expenditures made by them for such insurance, but these insurance tolls were never questioned by the exchange authorities. The rates at which the insurance was billed to shippers were (on the basis of the 1917 rate card) considerably in excess of the rates charged by regular insurance companies. This insurance income, therefore, represented the amount charged shippers over the amount paid insurance companies where the commission houses insured through such companies. Where the commission men carried their own risks (i. e., did not purchase insurance from insurance companies) this income theoretically represented excess of charges billed over losses paid. As no losses apparently occurred, the income was presumably the total amount of charges billed.

Even supposing that a liability for loss actually exists; there is no justification for billing shippers a charge in excess of regular premium rates for insurance in the case of companies purchasing insurance, or in excess of loss ratios in the case of these companies which do not purchase regular insurance but prefer to carry their own risk.

THE GRAIN BULLETIN.

As shown in Volume I of this report the Commission is in possession of hundreds of letters from the files of line companies covering the period 1912-1920, which clearly evidence

either agreements as to country prices, grades, dockages, etc., or else such harmonious and cooperative action with reference to these matters as would bring about practically the same elimination of competition as could be secured by more specific agreements. Cooperative or farmers' elevators, and independent and mill elevators are also frequently involved in these agreements and practices. In meeting competition there are numerous indications that the line companies not infrequently have worked together in endeavoring not only to prevent competition among themselves but also to take business from their competitors of other types.

Much contention has obtained as to the relation of the Grain Bulletin to this situation. The Grain Bulletin is conveniently adapted to use as the basis for price agreements, and down to the time of this investigation, and even subsequent thereto, as shown in Volume I of this report, the card has been repeatedly and continuously so employed. That F. R. Durant, proprietor of the Grain Bulletin, has acted in collusion with the line-elevator companies in recent years in determining the daily price quotations to be issued at particular stations does not necessarily follow. The conditions surrounding the issuance of the card are separate question from the use made of the card by subscribers to it.

It is clear that the Grain Bulletin was originally organized and financed by some Minneapolis line-elevator companies; that Mr. Durant in the early years acted for the line-elevator companies in pooling arrangements, and until a comparatively recent date handled for them questions pertaining to the closing and wrecking of country elevators on a rental basis, and received and disbursed funds for political and legislative purposes on behalf of these concerns. Records of disbursement and a few letters showing the nature of these activities are printed in the body of and appendix to this report.

It seems fairly certain that prior to 1913 the line-elevator companies largely influenced the price policy of the Grain Bulletin price card, and that it was operated to a greater or less extent in their interest, although prices were also adjusted at the request of non-line elevators. Following the passage of State anti-discrimination laws of 1913, special local card adjustments appear to have been made only at the request of non-line elevators or of a line elevator which desired an adjustment for all of its stations. In 1917, under war conditions, Mr. Durant dropped the practice of adjusting card prices upon request (special cards) even for non-lines and has not resumed this plan so far as any evidence has been obtained.

In conclusion it may be said that, so far as evidence has been found, Mr. Durant does not appear to be operating the Grain Bulletin card at the present time in the interest of any particular class of subscribers or as a price-fixing mechanism, whatever he did in the past and whatever his present relations with the line companies are in political and other activities.

In view of all the facts, however, the Commission is of the opinion that some form of governmental regulation or supervision of the card, State or Federal, is probably desirable.

Just what form this regulation should take would require a much more detailed canvass of the situation than that made by the Commission. It is believed that such regulation and supervision should probably take the form of regular reports to some governmental agency. All such reports should be made matters of public record.

These recommendations are made because of the important influence of the card on buying prices and of the large uncontrolled and unsupervised discretion now exercised by a single individual who is responsible for computing and sending out these prices.

CASH GRAIN SCALPING.

As already stated, a car of grain is held to be scalped when it passes through the hands of one or more middlemen in the same market other than the consignee, prior to delivery on either "to-arrive" or future contracts, or prior to delivery to a concern or its agent engaged in storing, conditioning, converting, or shipping grain.

Little or no cash grain scalping was found at Chicago or Kansas City. At Minneapolis, however, the results of the tests made by the Commission indicated that the percentage of cars scalped in this market was between 5½ per cent and 9½ per cent of the total cars received in 1916-17.

By tracing through the various scalped cars certain facts were clearly established: (1) that the consignments of certain large scalpers are much more heavily scalped than the consignments of other receivers; (2) that the two largest scalpers in Minneapolis scalped respectively 71 and 81 per cent of the cars which they purchased from each other; (3) that a substantial proportion of the cars scalped are bought back by the original consignee; (4) that a considerable proportion of the scalped cars were sold by the scalper on the same day as purchased, some being scalped once, some twice, and others three times on the same day.

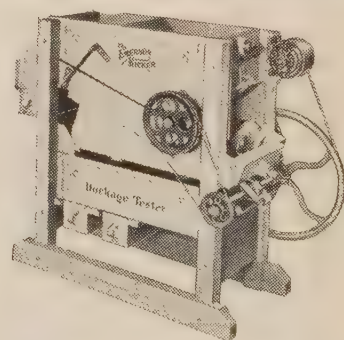
The foregoing facts would seem to indicate that the scalping as it has been conducted at Minneapolis causes scalping commission houses to fail to procure the best obtainable prices for consignors.

As an explanation for this scalping it might be alleged to be due to lack of skill on the part of the consignee seller, but there is no excuse for lack of skill on the part of some of the larger scalpers whose consigned grain is most heavily scalped. The mere fact that an organization is a large scalper would indicate that it has in its employ men who are either highly competent judges of grain or who have great familiarity with the requirements of various buyers or both. The proper protection of the interest of the consignor ought to require that the best talents of a commission-house organization should be employed for the purpose of selling its consignments. Scalping, however, affords an outside profit over and above the commission obtained by a receiver for selling grain and in addition, in the case of a salaried employee scalping on joint account for such a house, an extra source of revenue besides his salary. So long as this is the case it certainly would not be surprising if many scalping operators were more interested in the possibilities of extra profit from such operations than in procuring the best possible prices obtainable for consigned grain which they are supposed to sell.

The foregoing considerations suggest the conclusion that scalping as conducted at Minneapolis has been to a large degree at the expense of the consignment business and of the consignors of the grain in at least a considerable proportion of cases. Commission houses devoting their entire time and attention solely to the sale of grain should be able to absorb a very considerable proportion of the profits now obtained by the scalpers and thus to procure a higher price for consigned cars which are scalped than is now obtained for such cars on the first sale. It is believed that the practice tends to collusion, logrolling, lack of attention to selling on the part of consignee, and to sales to scalpers when better prices could be realized in the absence of such transactions. If there are any advantages to the practice they should be obtainable through the operations of scalpers who are not connected either directly or indirectly, with commission-house consignees or concerns affiliated with such consignees.

For these reasons, therefore, the Commission concludes that cash grain scalping by concerns or individuals in any way connected with the cash grain commission business, either directly or indirectly, should be strictly forbidden.

A CARGO of 109,000 bus. of flaxseed was received by the Toledo Seed & Oil Co., of Toledo, Ohio. The duty on the shipment was \$32,000.



The New Silent EMERSON Dockage Tester

Has a new roller feed device and a screening arrangement. It is noiseless and free from vibration. Either electric or hand driven. Adopted by the Federal Inspection Departments.

We Will Take Your Old Tester in Trade

Emerson Mfg. Co.
2601 32nd Avenue So.
MINNEAPOLIS, MINN.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

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OKLAHOMA 10,000 bu. capacity elevator for sale; side lines. Address 48L36, Grain Dealers Journal, Chicago, Ill.

ONE NEARLY NEW modern elevator at Union Star, Mo., for sale. For particulars write H. J. Meierkord, Linn, Kansas.

SOUTHERN MINNESOTA elevator for sale; good cribbed house and good grain point. Address 48J2, Grain Dealers Journal, Chicago, Ill.

ALMOST NEW 10,000 bu. elevator for sale, on Chicago-Detroit branch of Wabash Ry. For further information write Home Grain Co., La Grange, Ind.

NORTHWESTERN OHIO elevator for sale. Excellent location, no competition. Good reason for selling. Address 48M9, Grain Dealers Journal, Chicago, Ill.

IOWA—Good country grain elevator for sale to close an estate; located in Hardin Co., on the Rock Island; coal and other side lines. Address E. G. Simpson, Iowa Falls, Iowa.

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A LINE of elevators located in the famous Judith Basin and Gallatin Valley of Montana will be sold as a whole or separately. Crops are fine. Address J. G. Crites, Receiver, Helena, Montana.

10,000 BU. ELEVATOR for sale; handles grain, flour, feed, seed, cement, building materials; electrically operated; grist mill in connection; large warehouse with storage shed. Address Peter Olk, Hortonville, Wis.

MISSOURI—15,000 bu. elevator for sale on Wabash R. R., in good territory; electrically operated; only elevator here; carry all side lines; doing good business. Want to retire. Address 47X16, Grain Dealers Journal, Chicago, Ill.

GRAIN ELEVATORS, fully equipped, many with coal and flour warehouses, in Minnesota and South Dakota. Fine opportunity with good crop in sight. Utility Sales Co., Chamber of Commerce, Box No. 43, Minneapolis, Minn.

OHIO ironclad elevator for sale; situated on Pa. R. R., near Sandusky, in good grain belt; handle all side lines and do good business. Reason for selling, going out of business. Write H. J. Hacker, Sec., R. D. No. 2, Sandusky, Ohio.

THREE elevators in Southern Minnesota for sale. Good grain handling besides large coal business and other side lines; houses now in operation; splendid prospects for the coming season. For further information write 48M3, Grain Dealers Journal, Chicago, Ill.

TWO MICHIGAN elevators for sale in best Bean, Grain and Hay territory. Good acreage grain and hay and excellent crop prospects; large acreage of beans assured. These properties are money makers and merit closest investigation. Address 48K17, Gr. Dealers Jour., Chicago.

EASTERN MICHIGAN—2 elevators, capacity 20,000 bushels each, warehouses, office building, coal sheds and all equipment, in good grain belt. Equipped with both motor and steam power, cleaners, loader, etc.; brick engine room. Nearest competition nine miles and good. To close an estate will sell for inventory value, which is far below cost to replace at present time. Address H. P. Stoughton Elevator Co., Capac, Michigan.

ELEVATORS FOR SALE.

NEW 35,000 bushel elevator for sale in very heart of northern Oklahoma wheat belt. Address 48K5, Grain Dealers Journal, Chicago.

KANSAS—Good elevator site and private switch in a good wheat section. Write W. A. Willison, Elk City, Kansas.

N. W. MISSOURI 10,000 bu. elevator for \$7,000. Good town and fine prospects for crop. Address 48J22, Grain Dealers Journal, Chicago.

5,000-BU. ELECTRICALLY equipped elevator at Blanchard, Ohio, for sale; iron roof and asbestos siding; located on T. & O. C. Write Ginder & Smith, Dunkirk, Ohio.

MICHIGAN—Elevator, feed and seed business in Lenawee County for sale, in an unusually prosperous farming community. Address Onsted Co-op. Ass'n, Onsted, Mich.

IOWA—One of the best grain elevators in North Central Iowa for sale; modern equipment, first class condition, and priced to sell. Address 48H12, Grain Dealers Journal, Chicago.

INDIANA—15,000 bu. cribbed elevator, iron clad, on private ground in southern county seat. Good grain, flour and feed business. Address 48C23, Grain Dealers Journal, Chicago.

ELEVATOR AND LUMBER YARD—Modern 25,000-bushel cribbed elevator with up-to-date office and large lumber shed, located at a good grain point in Central Ill. Can be bought worth the money. C. A. Burks, Elevator Broker, Standard Life Bldg., Decatur, Ill.

CONCRETE ELEVATOR, electric power, grain cleaning mch., 125,000 bu. storage cap., coal, feed and hay trade. Best dairy section of Wisconsin. Transit rates on all grain from Iowa, Minnesota, the Dakotas and Wisconsin. Bargain. A. J. Pick, West Bend, Wis.

CENTRAL IOWA—Have three elevators which we wish to dispose of owing to pressure of other business; fine proposition; houses now open and doing good business; large grain handling, good business in coal and other merchandise; crop prospects excellent. Write 48M4, Grain Dealers Journal, Chicago.

ELEVATOR AND WAREHOUSE SITE for sale. Located on G. N. & N. P. side track; 100 ft. side track now on property; a spur of O. & W. and Milwaukee within short distance. Paved street in front and alley (not paved) in rear. Auburn, Wash., is in the heart of the famous White River Valley, which means the dairy, poultry, egg, and berry section of Washington. The Borden Condensed Milk Co. has large plant near this property. Auburn has milling-in-transit rates. This property offers opportunity to care for and warehouse hay and grain that may be offered for sale "rolling," but remaining unsold on arrival. Population of town now about 5,000; livest town of size in Washington; has two national banks with combined deposits of nearly \$1,250,000. Site unexcelled for milling, manufacturing, jobbing or retailing, separately or combined, of grain, feed, hay, poultry and eggs. Auburn is the gateway to many scenic and pleasure resorts; it is estimated that 10,000 autos pass through it every pleasant Sunday and holiday. Miles of paved streets, good schools, free mail delivery. A mill specializing in dairy and poultry feed would have a large field to exploit. Price \$6,500.00, terms to suit. Address Owner, 227 Auburn Ave., Auburn, Wash.

ELEVATORS FOR SALE.

CENTRAL IOWA—Six elevators on Chicago, Great Western R. R., handling grain, feed and coal; all modern equipment and in first class condition. The opportunity of a lifetime to purchase an old established and money-making business. Address 48D14, Grain Dealers Journal, Chicago, Ill.

MICHIGAN—Grain and bean elevator, well equipped, with warehouse and coal sheds; well established business; good retail; no competition. Good town, fine farming community, excellent crops now growing. Write C. D. Beecher, Secy., Flushing, Mich.

CENTRAL IOWA—15,000 bu. steel covered elevator, good equipment; 48x36 seed house fully equipped; cribbed coal house, steel covered, equipped with coal conveyor, 600 tons storage. Located on C. & N. W. Carry good side lines; no competition. Address 48M14, Grain Dealers Journal, Chicago, Ill.

THE WANTED—FOR SALE DEPARTMENT of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit, and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

INDIANA—16,000 bus. capacity elevator for sale at less than one-third its cost, located on two railroads in the city of Marion, with population of 25,000; good grain belt; absolutely fireproof; built in 1919 of vitrified tile at cost of more than \$30,000.00. Going concern. Good coal and feed business in connection. Electric power with complete modern equipment. Address Otto C. Groff, Marion, Ind., R. R. No. 8.

ELEVATOR FOR SALE OR RENT.

MINNESOTA elevator of 25,000 bushels capacity for sale or rent. Located on C. M. & St. P. Ry. Coal and Feed business in connection. Address J. J. Dobie, Mapleton, Minn.

FOR SALE OR WILL LEASE on easy terms —8,000 bu. capacity elevator, equipped with 17½ h.p. engine, blower loader, auto scale, cleaner, feed grinder, 15 bbl. flour mill; all machinery in good condition. Wheat prospects at this point fine. Located on A. T. S. F. Ry. at Conway, Kansas. Write or call if interested. Box No. 7, Little River, Kansas.

FOR SALE OR EXCHANGE.

HAVE four modern elevators in irrigated district of Wyoming. Will sell or trade for elevators in Central Nebraska. Address Box 597, Cheyenne, Wyo.

ELEVATOR & MILL FOR SALE OR RENT.

OHIO—25,000-bu. capacity elevator and 50-bbl. flour mill, on B. & O. Ry., in good grain country; no competition; doing a good business; established 16 years. Other business to look after. For particulars write to Elias Hutton, Frankfurt, Ohio.

MILL FOR SALE.

MODERN 100-BARREL MILL for sale; large territory, Rocky Mountain section; plenty of wheat. Feed mill in connection. Cheap power. Address 48B4, Grain Dealers Journal, Chicago.

ELEVATORS WANTED.

ANSWERS—When the first ring of the door bell is not answered, don't conclude that the folks are not at home.

ELEVATOR WANTED—Central Ill. elevator doing good business, worth the money. Address 48L29, Grain Dealers Journal, Chicago, Ill.

WANT TO LEASE fully equipped elevator at good grain station; So. Iowa or N. W. Missouri preferred. A. M. S., Box 405, Jefferson, Ia.

WANTED—An elevator, Iowa preferred, handling at least 200,000 bus. annually, with coal and feed business in connection. Address Marr & Young, Traer, Iowa.

WANTED—Grain elevator in good grain section of Northwestern Ohio or Northeastern Indiana. Give all details. Address 48M24, Grain Dealers Journal, Chicago, Ill.

FARM LANDS FOR SALE OR EXCHANGE.

WILL TRADE 205 acres of good land for a good elevator in Eastern Indiana or Ohio, or will lease an elevator. Box 126, Rockford, Ohio.

I WILL SELL my 230-acre farm 4 miles from town. I might consider one or two grain elevators as part payment. For terms Address Box 173, Elma, Iowa.

WE HAVE a section of land, part under cultivation, located 3 miles from Rolla, Kansas, a good grain point, to exchange for a good elevator. Address 48L3, Grain Dealers Journal, Chicago, Ill.

ELEVATOR BROKERS.

JOHN A RICE **ELMER N. SMITH**
Elevator Brokers, Frankfort, Indiana.

IF you want to buy or sell an elevator write Koch, Hutchinson, Kansas.

WANT TO HEAR from owner having elevator or other business for sale. State cash price and particulars. John J. Black, 57th street, Chippewa Falls, Wisconsin.

ELEVATORS AND FLOUR MILLS

Bought and Sold
Paul Plotz & Co.
70 W. Monroe St., Chicago, Ill.

ALWAYS HAVE ELEVATORS For Sale in the Grain Belt of Illinois and Eastern Indiana. If you are in the market write me fully and I will try to satisfy you.

JAMES M. MAGUIRE,
432 Postal Tel. Bldg., Chicago, Ill.

CLAYBAUGH-McCOMAS
Offices

Frankfort, Ind. Indianapolis, Ind.
223 B. of T. Bldg. 601 Board of Trade.
If you want to buy, sell or trade an elevator write us at either address.

PARTNER WANTED.

EVERY ARTISER who has once used our columns invariably finds our pages then and at a later date of service.

TO TAKE half interest in established grain and coal business in Central Illinois. Two good elevators handling about 400,000 bu. grain annually and big sideline business. Excellent territories and competition. Desire partner who can assume part management of the business or handle the books. Requires investment of \$15,000.00. Address 48L14, Grain Dealers Journal, Chicago, Ill.

ADDRESS WANTED.

PRESENT ADDRESS of N. J. Rodenberg wanted; formerly of Devils Lake, No. Dak. Address 48K24, Grain Dealers Journal, Chicago, Ill.

ADDRESS WANTED of Louis Crouch, formerly doing business at Hillsboro, Texas, as the Crouch Grain Co. Address E. E. S., Box 11, Grain Dealers Journal, Chicago, Ill.

LUMBER FOR SALE.

On wrecking our frame elevator, will have some choice timbers 12x12 and smaller of good lengths for sale. Immediate shipment. Walnut Creek Milling Co., Great Bend, Kans.

MACHINES FOR SALE.

BOSS CAR LOADER for sale; one No. 8. Address A. H. Richner, Crawfordville, Ind.

BARNARD & LEAS 3 Roller Mill for sale; size No. 1, in good condition. Nelson Lumber & Supply Company, Grand Island, Neb.

OWENS Dual Marquis No. 50 Cleaner for sale; new, never been installed; bargain price if taken soon. Address 48M1, Grain Dealers Journal, Chicago, Ill.

WANTED to put your idle capital to work. That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

COMPLETE machinery for a 50 bbl. flour mill, all in A1 shape, practically new; everything needed for a first class mill, including cleaning machinery, elevator legs, elec. bleacher, purifier, etc.; located in Central Kansas. Will sell at a bargain. Address 48K15, Grain Dealers Journal, Chicago.

Feed Rolls—1 Noye 3 pr. high, 9x24; 1 N. & M. 2 pr. high, 9x24. Ten other feed rolls of different makes and sizes.

Attrition Mills—1 24" Monarch Ballbearing, 1 16" Monarch, 1 18" Halstead, 1 20" American Special.

No. 7 Oats Clipper, Sprockets, Elevators, Pulleys and Shafting.

All makes of Grain Cleaners.

A. D. HUGHES CO., WAYLAND, MICH.

REAL BARGAINS.

Prompt Attention. **Quick Shipments.**

When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses, stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

Geo. J. Noth, Mgr.,

9 S. Clinton St. Chicago, Ill.

SUBJECT TO PREVIOUS SALE.

1,000 Bu. Invincible Grain Separator, complete with brushes, screens and dust collector.

Conveyor—Steel screw conveyor; 3 sections 10' of 10"; also 4 sections of 9".

Corn Grinding Outfit Complete.

Sheller—Corn and cob separating machine with 18" waste outlet and 10x16" tight and loose drive pulleys, direct driven.

Cob Grinder—Sprout & Waldron bevel geared attrition mill, 12" dia. discs, ball bearing, capacity 2½ tons per hour, with 18x6" tight and loose drive pulleys.

Attrition Mill—Sprout & Waldron double belted attrition mill, 20" dia. discs, ball bearing. Pulleys, Belting, etc.

Robinson Sifter—Self balancing flour sifter; NEW, never been used; No. 214; housing 6' 4"x 6' 4" x 1' 11" with countershaft. Belting and pulleys complete.

Barnard Separator—No. 1 dustless warehouse wheat separator, direct driven. Belting and pulleys.

Barnard & Leas Reel—Size O, No. 1454; improved centrifugal reel. Belting and pulleys complete.

Barnard & Leas Smutter—Size No. 1 horizontal adjustable smutter. Belting and pulleys.

Prinz & Rau Dust Collector—No. 1 Perfection dust collector. Pulleys, etc.

Westinghouse Electric Motor—Type C. S., 35 h.p., 440 V., 40.2 amp., 3 phase, 25 cycles, 730 r.p.m., style 212359, induction motor with Westinghouse 45-50 h.p., 440 v., style 192511 Automatic starting compensator.

Brown Portable Elevator—No. 1958, 22" chain elevator and conveyor, 18 feet long, motor driven, with extension cord.

Cincinnati Time Recorder—Employee in and out clock, style No. 27, serial No. 6269, with two 50 number open card racks.

ALL OF ABOVE 60% PRESENT LIST
THE GRAFTON FLOUR MILLING AND GRAIN ELEVATOR CO., GRAFTON, OHIO.

MACHINES FOR SALE.

DURABLE WIRE ROPE for sale, for car shovels; cast or plow steel. Manila rope, buckets and everything in elevator supplies.

PULLEYS—1,000—for sale. ALL sizes, solid cast iron, wood and steel split. Standard Mill Supply Co., Kansas City, Mo.

MACHINES WANTED.

Double roll grinder wanted for chopping corn, kaffir, maize, or oats; 9x24, capacity 100 bu. or more per hour. Prefer chain for slow drive. Used grinder will do if in absolutely first class condition. Give full description. Act promptly. **J. C. HUNT GRAIN COMPANY, Wichita Falls, Texas.**

INVESTMENT.

WANTED—To borrow \$15,000.00 on mill and elevator in Oklahoma. Value of property \$40,000.00. Will pay 7% on loan for term of five years. This is gilt edge loan. For further particulars write 48K7, Grain Dealers Journal, Chicago, Ill.

BUSINESS OPPORTUNITIES.

GREAT OPPORTUNITY for feed man—small elevator to give away; also two factory sites with private siding cheap. Charles Herr, president Chamber of Commerce, Lackawanna, N. Y.

IF YOU are desirous of obtaining more capital for the extension of your business, if you have real estate to exchange for an elevator, or if you have money to invest in the grain business, make your desires known in these columns.

GRAIN & COAL business for sale; thoroughly equipped for handling wholesale and retail business; located in modern little city of the Panhandle. If you are wanting a live business with good property that will make money, write quick to Box 145, Plainview, Texas.

FOR SALE—A good proposition for \$10,000.00 at Missouri Valley terminal, including Board of Trade membership, nice commission business and country interests with prospects of good business and crops in territory adjacent. Address 48J23, Grain Dealers Journal, Chicago.

BAGS—BAGGING—BURLAP.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.

WM. ROSS & CO., 409 N. Peoria St., Chicago.

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and Apfelbaum**
FORT WAYNE, IND.

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We pay the highest market
prices

Long Distance Phones 4460-4461

SITUATIONS WANTED.

POSITION WANTED—Manager of Farmers elevator; 7 years' experience; good references. Address A. M. S., P. O. Box 405, Jefferson, Ia.

WANTED—Position as manager or accountant with good grain firm; experienced and can furnish first class references. O. D. Amend, Cummings, Kansas.

WANTED—A position with some good Chicago or Indianapolis grain firm, by an experienced grain man. What have you to offer? Address 48M2, Grain Dealers Journal, Chicago.

POSITION AS MGR. of farmers' elevator wanted by man with 10 years' experience in grain, lumber, coal and hardware. Address 48L32, Grain Dealers Journal, Chicago, Ill.

POSITION as manager of elevator wanted by man with 10 years' experience in Line and Farmers elevators; can handle side lines. Address 48M18, Grain Dealers Journal, Chicago.

POSITION WANTED as manager of a farmers' elevator company by a man of good habits; married; 12 years' experience in the grain business; good judge of grain and good bookkeeper. Address 48M21, Grain Dealers Journal, Chicago.

MAN WITH 8 years' experience calling on Iowa elevators will consider position of traveling representative. My acquaintance is in Iowa, but would consider other territory. Address 48M16, Grain Dealers Journal, Chicago.

EXPERIENCED HELP, such as managers for country stations, superintendents, bookkeepers and other employees needed in the grain business, is readily secured through an ad in the "Help Wanted" columns of the Grain Dealers Journal.

POSITION WANTED in grain or brokerage office or as traveling solicitor by young man aged 31. Have 10 years' experience in handling grain and feed, embracing country elevator, brokerage office and road work. Best of references. Address 48M5, Grain Dealers Journal, Chicago, Ill.

YOUNG MAN, 28, thoroughly experienced in grain trading, exporting, sales, transportation and the manufacture of various feeds, desires position with responsible concern where he can advance according to his producing ability, which has been proven. Address 48M8, Grain Dealers Journal, Chicago, Ill.

POSITION AS MANAGER of farmers' or independent elevator wanted. Have had years of successful experience in both. Will take an interest in good concern located in good school town, Western Ohio preferred. Must be a good grain point with plenty of business. Address 48L13, Grain Dealers Journal, Chicago.

WANTED—Position as mgr. of Mill & Elevator, with people who will appreciate ability. Married; 34 years old, and not afraid of work; will guarantee to get results if conditions of the business are at all favorable. Will take an interest in a good concern that has possibilities. Would like location in good school town, in Southwest preferred. Address 48J26, Grain Dealers Journal, Chicago, Ill.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

SCALES FOR SALE.

KLINGLER Automatic scale for sale, in good condition; also wagon scale. Write Box 106, Sioux Falls, S. Dak.

RICHARDSON 5-bu. automatic scale for sale cheap; used some but just as good as new. The Resident Lumber Co., Texhoma, Okla.

TRACK scales for sale. Thoroughly overhauled and rebuilt. One fifty feet, one forty-two feet in length. Fairbanks, Morse & Co., Kansas City, Mo.

Helpful Books

FOR

Carlot Grain Handlers

Clark's Fractional Values: This table is on heavy cardboard. Size 9½x11 inches, showing the value of any quantity from 1 to 50,000 bushels, at ¼, ⅓, ½, ⅔, ¾ and 1 cents. The amount of bushels is shown in red and the value in black. They are the most conveniently arranged tables for showing fractional values of bushels. Price 25 cents.

Baugh's Grain Export Calculation Tables is a new book published to overcome the inadequacy of existing tables in these days of wide fluctuations in commodity prices and exchange rates. Book is arranged by commodities, wheat, corn, oats, rye, barley, peas and oil cake, each section covering all the countries involved. Book is well printed on ledger paper, having 104 pages, bound in flexible leather. Price \$15.00.

Clark's Decimal Grain Values: Saves time and money and prevents errors. It shows at a glance, or with simple addition, the cost of any quantity of grain from 10 to 100,000 pounds at any given market price and reduces pounds to bushels on the same page. Values are shown directly from pounds without reducing to bushels. Pounds shown in red figures and values in black; price being given at top and bottom of each page. Prices for oats range from 10 cents to 79 cents a bushel; for corn, rye and flaxseed, 10 cents to \$1.09 per bushel; for wheat, clover, peas and potatoes, 30 cents to \$1.59 per bushel; for barley and buckwheat, 20 cents to \$1.49 per bushel. Order Form No. 36. Price \$6.00.

Use Universal Grain Code and Reduce Your Telegraph Tolls.

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HELP WANTED.

WANTED AT ONCE—Second miller in corn meal and poultry feed plant, capacity 30 tons in 10 hours; salary \$15.00 per week. Address The Reed Grain & Milling Co., Charleston, W. Va.

OFFICE APPLIANCES.

SAFES—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

DYNAMOS—MOTORS.

USED 7½-h.p. WAGNER single-phase 60-cycle, 110-220 volt, 1750 r.p.m., Model Z motor for sale. Address 48L12, Grain Dealers Journal, Chicago, Ill.

ENGINES AND BOILERS.

60-H.P. BOILER AND ENGINE for sale at a reasonable price; in A1 condition. Address Girard Elevator Co., Girard, Ill.

OIL & GAS ENGINES FOR SALE

INTERNATIONAL MOGUL 25-h.p. gasoline engine for sale; guaranteed in first-class condition. The Jackson Center Grain Co., Jackson Center, Ohio.

GASOLINE AND OIL ENGINES of all kinds, sizes and prices can be sold profitably through the "Oil and Gas Engines" columns of the Grain Dealers Journal of Chicago.

35-h.p. OLDS gas engine for sale; fully equipped, ready for service. Can be seen running. Cheap for cash or will exchange for truck or other machinery needed. B. French & Sons, Belmont, Ill.

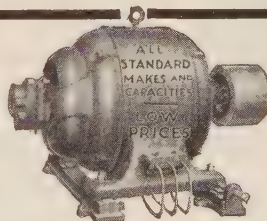
FAIRBANKS 20 h.p. gasoline engine for sale; complete; good condition; now operating at Denver, Ind.; changing to electricity. Price \$275.00 f. o. b. Denver, Ind. A bargain to move quick. Mayer Grain Co., So. Whitley, Ind.

DIRECT HEAT OR STEAM CONTINUOUS FLOW MADE IN ALL SIZES

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Make real substantial savings on nationally known standard electrical equipment. Select from our vast stock including everything from tiny buffing motors to mammoth heavy duty factory motors. Let us solve your engineering problems, save you money and supply you with equipment of unsurpassed quality.

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Benefit of 20 years' experience.
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BARGAIN SALE ON SHELF-WORN BOOKS.

These books are slightly soiled and shelf worn. To close them out promptly we are offering them at greatly reduced prices.

Three No. 222—Car Order Blanks, in duplicate form, to insure the prompt furnishing of cars by the railroad. This form gives the railroad a written requisition for each car and gives writer a carbon copy to be kept as evidence in case of delay. Blanks are bound 50 originals and 50 duplicates to book. Regular price, 75c; sale price of slightly soiled and case worn books, 50c. (Include postage and insurance and order "No. 222 Special.")

One No. 88—Certificate of Weight Blanks, bound in duplicate with 75 originals and 75 duplicates. For use in certifying weight of grain loaded into cars. Sale price but 50c f. o. b. Chicago. Sells regularly at 85c. Order "No. 88 Special."

One No. 4—Storage Receipts, for keeping record of grain stored for farmers. Contains 47 receipts and 47 stubs. Prevent misunderstandings, avoid disputes, law suits and losses by using receipts. Get this book; it's a bargain. Hurry! Sale price, 35c. Include postage to your postoffice. Order "No. 4 Special."

One No. 10—Duplicating Grain Contract Book, for contracting grain from farmers. Bound in duplicate, 76 numbered sets. Sells daily at \$1.00; sale price but 50c. Add postage and order "No. 10 Special."

Four Universal Grain Codes with Supplement, two bound in leather and two in cloth. Slightly damaged, but text O.K. Get one of these toll reducers at a bargain. Save yourself 33 1/3% by rushing your order in. Prices \$2.00 and \$1.00 respectively. Order "Special Universal Code."

One Grain Shipper and the Law. Soiled from handling as display sample. Contains complete digest of court decisions. Know the law and protect yourself. Special price \$1.00 and stamps to carry. Order "Grain Shipper and the Law, Special."

GRAIN DEALERS JOURNAL,
305 So. LaSalle St., Chicago, Ill.

SEEDS FOR SALE—WANTED

TIMOTHY SEED SHIPPERS, ATTENTION! We would like the names of timothy seed shippers in Iowa, Illinois, Missouri and Indiana. Address 48K22, Grain Dealers Journal, Chicago.

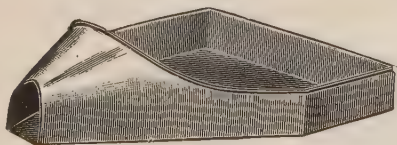
SEED BUYERS AND SELLERS can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds Wanted—For Sale" columns of the Grain Dealers Journal, Chicago, Ill.

North American Seed Co.
WHOLESALE GRASS & FIELD SEEDS
Milwaukee, Wisc.
"THE HOUSE OF QUALITY"

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SEED SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities. Seed Size, 1 1/2 x 9 x 11". Price \$1.65

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A Trial Order

GRAIN DEALERS JOURNAL

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Capacity of Elevator

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.....bus.

State.....

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Seed Trade Directory

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Wm. E. Busgers & Co., European fancy natural gr. sds.

ATCHISON, KANS.

Manglesdorf Seed Co., The, wholesale seeds.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale seed merchants.

BUFFALO, N. Y.

Stanford Seed Co., Inc., The, wholesale field seeds
Whitney-Eckstein Seed Co., wholesale seeds.

CHICAGO, ILL.

Dickinson Co., The, Albert, seeds.
Illinois Seed Co., The, grass and field seeds.

CINCINNATI, OHIO.

McCullough's Sons, The, J. M., field and garden seeds.

CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

COUNCIL BLUFFS, IOWA.

Ouren Seed Co., wholesale seeds and grain.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.
Crawfordsville Seed Co., seed merchants.

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Muncy & Carson, grain and seeds.

KANSAS CITY, MO.

Peppard Seed Co., J. G., wholesale seeds.
Tobin Seed Co., alfalfa—bluegrass.

LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain and field seeds.
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Courteen Seed Co., field seeds.
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PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, wholesale field seeds.

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SIOUX FALLS, S. D.

North Western Seed Co., wholesale field seeds.

TOLEDO, OHIO.

Churchill Grain & Seed Co., field seed, popcorn.
Flower Co., The, S. W., seed merchants.
Hirsch, Henry, wholesale field seed.
Toledo Field Seed Co., The, clover, timothy.

**THE
ILLINOIS SEED CO.**
CHICAGO, ILL.

WE BUY AND SELL

Field Seeds

Ask for Prices

Mail Samples for Bids

SEEDS FOR SALE—WANTED

The J. M. McCullough's Sons Co.
BUYERS — SELLERS
Field and Garden Seeds
CINCINNATI - - OHIO

COW PEAS
Agricultural Seed Company

Representing 57 Years'
Continuous Seed Service

Main and O'Fallon Sts. ST. LOUIS, MO.

The Mangelsdorf Seed Co.
Sweet Clover, Alfalfa,
Soudan Grass, Millet, Rape.
ATCHISON KANSAS

HEADQUARTERS

on all

Imported

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SEEDS

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OUREN SEED CO.

Council Bluffs, Iowa

Buy and Sell Red, White and Alsike
Clovers, White and Yellow Blossom
Sweet Clover, Alfalfa, Red Top, Blue
Grass and all Seed Grains

The S. W. Flower Co.

WHOLESALE

FIELD SEED

MERCHANTS

SPECIALTIES

RED CLOVER, TIMOTHY
ALSIKE

TOLEDO
OHIO

J. G. PEPPARD SEED COMPANY

Buyers **SEEDS** Sellers

Correspondence Invited

Kansas City, Mo



CRAWFORDSVILLE SEED CO.
FIELD SEEDS

CRAWFORDSVILLE, INDIANA

The Toledo Field Seed Co.

Clover and Timothy Seed

Consignments solicited

Send us your samples

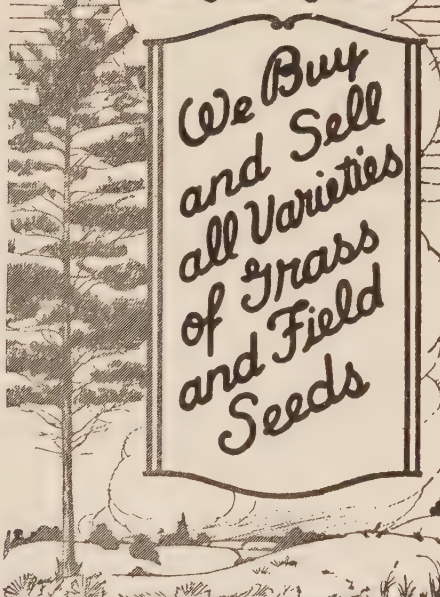
TOLEDO, OHIO

COURTEEN

SEED CO. Milwaukee, Wisconsin

Clover, Timothy, Grass Seed
Grain Bags

SEED



The Albert Dickinson Co.
MINNEAPOLIS CHICAGO

I have re-entered the grain business and
cannot do without the Journal.—Geo. L.
Merritt, Alvin, Ill.

Missouri Grown Blue Grass
Kansas Grown Alfalfa, New Crop

We are now prepared to accept orders for both

TOBIN SEED CO.

KANSAS CITY, MO.

LOUISVILLE SEED COMPANY

INCORPORATED

LOUISVILLE, KY

Headquarters for

RED TOP AND ORCHARD GRASS

BUYERS AND SELLERS

OF ALL VARIETIES FIELD SEEDS

Crabbs Reynolds Taylor Company

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Buyers and Sellers

CLOVER AND TIMOTHY SEED — GRAIN

IMPORTERS

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**GRASS and
CLOVER SEED**

Buyers and Sellers of Timothy, Red Clover,
Alsyke, Alfalfa, White Clover, etc.

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New York, N. Y., U. S. A.

HENRY HIRSCH

WHOLESALE FIELD SEEDS

CLOVER — ALSIKE — TIMOTHY — ALFALFA

Our Specialty

All Other Field Seeds

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WHITNEY-ECKSTEIN SEED CO.

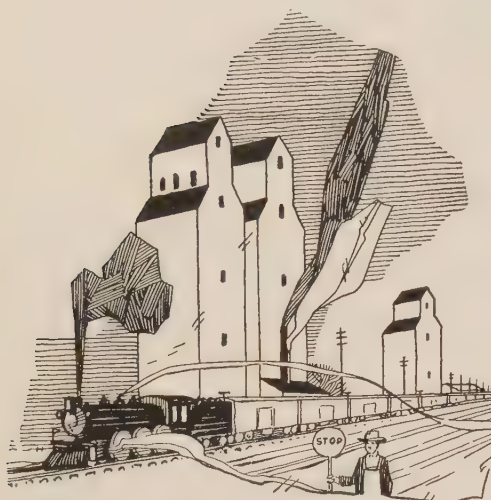
Wholesale Seed Merchants

BUFFALO, N. Y.

CORRESPONDENCE INVITED

The Stanford Seed Company, Inc.

Wholesale Field Seeds ::: **BUFFALO, N. Y.**



Watch the item of depreciation.
Prolong the life of your machinery
by overhauling *now*.

what do you mean, depreciation?

NO doubt the most vivid association we can picture in connection with depreciation is the automobile. For some unknown reason, some folks who may own thousands of dollars worth of other machinery, for use in their business or otherwise, will pay more attention to the item of depreciation in connection with their automobile than with the other machinery.

We cannot believe this to be justified. For instance—there are thousands of dollars invested in the machinery in your Elevator. Are you watching the item of depreciation? Do you replace worn parts as soon as noticeable? If your automobile had a loose connecting rod, would you continue to drive it in that condition? Of course not,—as soon as it became noticeable, you would engage the services of the best mechanic you knew to repair it and you wouldn't wait until some nice holiday afternoon to have it done either.

Pay more attention to your Elevator. It deserves it. You couldn't find a better time to check over the entire plant—have it overhauled right now. It is a good thing to realize that the money saved in making the repairs **NOW** will amount to double, at least, of what it would cost to make the same repairs at a busier time, when it might necessitate tying up your production for some days during your rush season.

Let us help you check up on your repairs now. Just go over the following list of items you may need:

Conveyor	Babbitt
Cups	Pulleys
Belting	Shafting
Brushes	Drop Hangers

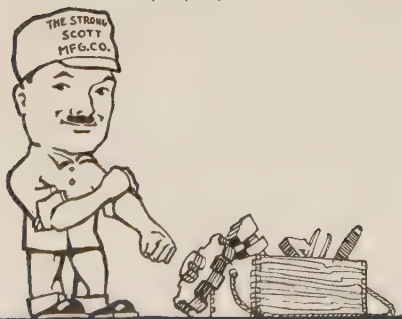
There's a "right" time and a "wrong" time to do everything. **NOW** is the right time to overhaul your machinery.

THE STRONG-SCOTT MFG. CO.

"Everything for Every Mill and Elevator"

Minneapolis, Minn.

Great Falls, Montana



GRAIN DEALERS JOURNAL

309 South LaSalle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.25; to Canada and Mexico, prepaid, \$2.75.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, JUNE 25, 1922

THE ACTIVE movement of the new crop promises to sweep a lot of the shouting pessimists into the roadside gutters.

ANOTHER dust explosion in a Montreal elevator emphasizes the need for greater vigilance in cleaning all grain handling plants.

WEEVIL seem to be causing an usual amount of trouble for elevator operators, clearly indicating that many houses need a thoro cleaning.

BOX CARS are plentiful, so you have no excuse for loading good grain into an old worn out car, which is sure to scatter your grain all along the right of way.

WELL COOPERED, carefully lined cars seldom leak grain in transit, but when they do you should report the facts for our "Leaking in Transit" dept. and thereby encourage other shippers to report your cars when leaking.

IN ALBERTA farmers are spreading straw over districts infested with grasshoppers and burning it, while in Italy the farmers are using poison gas to exterminate the locusts. Either remedy could be used advantageously to help free the farmers of the U. S. from the promotional pests.

THE COST of distribution according to Chairman Sydney Anderson of the Agricultural Committee to investigate agricultural conditions is directly to blame for the high cost. He insists that it costs more to "distribute and to serve than it does to produce," and sad to relate most of this cost is for transportation.

CHINCH BUGS have made their first appearance in South Dakota and Department of Agriculture specialists have gone into hysterics. Evidently the Crop Killers' Union has one new member.

PROMPT notification of your receiver of the essential facts regarding each car shipped to him will help him to handle to the better advantage of all concerned. Knowing what you expect, he will look for it.

"YELLOW HARD" wheat forced so many heavy and unexpected losses on shippers of winter wheat states last year they will exercise greater caution in buying it this year and keep it in a bin by itself.

WANTED quickly and badly—a few far-seeing politicians with sufficient backbone to drive the Government out of business and to inject business methods into the Government's departments buros and commissions.

CONTRACTS for the early delivery of grain if entered into should be made subject to strikes of railway employees. While such an event is not considered probable, it is possible.

THE FEDERAL government labor board seems determined that the cost of operating railroads shall not be reduced, as it again has ruled against railroad companies' farming out their shop work where they can get it done the cheapest.

LENDING money to prospective sellers of grain without interest may seem to be good business to some dealers, but the majority wouldn't think of indulging in such a reckless practice. Ohio lenders were scored as they deserved at the recent meeting.

LOCAL fire insurance agents of Michigan who have been caught over insuring the property of policyholders are being discouraged by the cancellation of their state licenses. Over insurance promotes incendiary fires and conflagrations and should be stopped.

THE OVERBIDDING competitor who persists in paying more for grain than it is worth can often be brot to his senses by bidding still higher and letting him have it all because "a broken head shaft" prevents your taking in any grain until a new one is installed.

BUYING grain from tenants is accompanied by so many extra hazards, the cautious dealer will, in the absence of instructions from the landlords to the contrary, make check for tenants grain payable to the landlord and tenant jointly, then they must settle their differences before endorsing the check.

THE COAL STRIKE situation will crystallize shortly after July 1 thru the inter-reaction of three factors: the increased demand due to the lower freight rate then going into effect; the exhaustion of present stocks of coal, and the pressure of hungry miners to find work in fields other than those in which they are known. If price-fixing Hoover will keep his hands off, a slight increase in the price after July 1 will open enough non-union mines to supply all needs until winter sets in.

BLUE CORN has caused Ohio grain dealers so much grief they have warned farmers that henceforth they will not receive any blue corn. Last year's crop of many colors made the shippers so many losses they have asked their patrons to plant yellow corn and thereby promote uniformity and easy marketing.

GRAIN DEALERS who complain the loudest of Governmental interference with their business are often the last to contribute either support or suggestions for preventing an extension of the socialistic activities of the nation. The time is ripe for all members of the trade to pull together to check the encroachments of the politicians.

THE GOVERNMENT may have established too many grades for corn, but it will never reduce them until the Secretary of Agri. is convinced fewer grades would answer all practical purposes. However before a protest or petition is filed the members of the grain trade should agree on what is needed so as to present a united front.

THE IMPRACTICAL dreamers in Congress will have the inefficient seven-hour-a-day bureaucrats weighing and inspecting all grain if the members of the trade do not soon protest vigorously against the proposed legislation. Every wide awake business man fully recognizes the great waste, inefficiency and unnecessary cost of Governmental service. Why handicap business with any more of it?

GRAIN SHIPPERS owe it to themselves to confine their dealings in organized markets to members of the organized exchanges. All such must have capital and reputation to gain admission and the rules of the exchange require them to deal fairly and submit differences to arbitration. The fly-by-nights could not gain admission if they wanted it because shoestring merchants are not considered dependable.

CONTRACTING new grain from brokers is accompanied with so much uncertainty the buyer can hardly afford to hedge against his purchase until delivery is made, even tho the agreement is recorded in a written contract. In the absence of written agreements to sell many farmers change their minds or suffer a crop failure after the market advances, so it is well to exercise caution and especially when dealing with new customers.

MANY WHEAT shippers of Ohio guard against off-grades and heavy discounts by refusing to buy screenings at any price. They install a good cleaner of large capacity and immediately return the screenings to Mr. Farmer with the correct weight of wheat actually delivered. Mr. Hiegel, who at the recent Ohio meeting recited his experience in buying clean wheat insisted no country elevator operator could afford to buy screenings at wheat prices, then pay freight on the screenings to market only to have his shipment docked on account of their presence. Let the farmer keep his screenings, he paid the thresherman extra to leave them in his wheat and no doubt prizes them highly, even tho he will not attempt to have them made into flour. Buy clean wheat and avoid the off grade discounts.

WHEAT SHIPPERS have persistently protested against the Government scale of discounts being used by exporters in discounting off grade wheat, but it is still enforced against them. When shippers refuse to sell to buyers who gouge them so generously the exporters may be more fairly disposed. If all shippers consigned to a central market so their wheat could be sold by sample the scale of discounts would be thrown in the discard.

FINDINGS OF the joint Congressional commission on agricultural inquiry may be summed up in its own words "We have now reached a point where it costs more to distribute and serve than it does to produce." It is gratifying to find that the commission was not able to suggest a remedy to reduce this spread, not even by the passage of some new law, and suggested rather the reduction of costs thru the natural evolution of economic laws. Did the Commission include the cost of its own meddling?

THE AGRICULTURAL bloc which has been trying to force much class legislation thru Congress has already done the farmers more harm than good. By providing all kinds of unfair and unreasonable regulations for handlers of farm products Congress is stifling business enterprise and driving men out of the grain, livestock and produce business, so that competition is lax and prices are dragging. Government interference or regulation of any business makes for uncertainty, so the enterprising merchants engage in other lines.

State Subsidies for Seed Advertising.

The expenditure by the State of Georgia of \$100,000 a year in printing weekly 200,000 copies of a sheet containing the advertising of country merchants and brokers in farm seeds free of charge is a gross perversion of the state's right to aid the farmers and a violation of the federal government's regulations restricting the use of the second class postage rate to publications having a subscription list.

Two other southern states are putting out these marketing sheets, affording a splendid opportunity for schemers to work off worthless seed at no expense to themselves. One railroad clerk advertising in this sheet is selling eight kinds of cabbage out of the same bed.

Advertisers who deliver varieties of seed true to name and of the germination percentage guaranteed can afford to pay for the advertising as it is building up for them a prestige that will draw trade in the future. But the country merchant and small farmer without seed cleaning facilities and no reputation to earn can not afford to pay for advertising and greedily seizes upon the state free seed advertising to get rid of second rate seed. No one will even know how many farmer buyers of seed have been victimized by the cheap sellers of mixtures of weeds with which their farms have become infested.

No farmer ever had seed of quality so poor that he could not afford to advertise it when the advertising costs him nothing.

Capper-Tincher Bill Delayed.

The vote of 6 to 3 of the House rules committee against a special rule for the consideration of the Capper-Tincher bill should not be taken by the grain trade as indicating a disposition on the part of Congress to consider the real merits of this worthless legislation.

Not at all discouraged by the fate of the first future trading law to measure up to the Supreme Court's requirements the House of Representatives has demonstrated its subserviency to the agricultural bloc in another direction by passing the Voigt bill prohibiting the manufacture and sale of filled milk, a bill that is condemned in unmeasured terms by the *Breeder's Gazette* as unconstitutional.

The filled milk bill ignores the principle that the sale of a wholesome product should not be prohibited when there is no fraud on the pocketbook nor betrayal of confidence by false labeling. The sole purpose of the bill is to prevent manufacturers of evaporated milk from buying whole milk, extracting the cream, replacing it with cocoanut oil and reselling the article to poor persons who are always looking for a cheap substitute for cream in the coffee. The farm bloc insists that the poor man shall pay for cream or go without, forgetting that many will go without and the actual net sales of milk will be less.

While this has no direct application to the grain business it shows the disposition of the House to discard all principle and adopt any foolish bill that has the backing of the farm bloc; and the revised Capper-Tincher bill probably will go thru with a whoop.

The new bill remains fatally defective from the standpoint of true statesmanship in retaining the bureaucratic regulation of business, leaving it to officials to act as judge and jury in determining what are criminal acts. This makes for a flexible and changing standard of moral and business law, depending upon individual whims of the official in charge. An example is found in the seed laws of many of the states where it is provided that the state officials shall make regulations to be enforced. The official who drew up the first regulations having died, or forgotten just what were the conditions he sought to remedy, no one now can see the necessity for some of these rules and the officials themselves now in charge of the enforcement of the regulations are ignoring them.

This condition was brot up at the meeting this week of the American Seed Trade Ass'n and the Wholesale Grass Seed Dealers Ass'n at Chicago, and it was shown that the seedsman who undertook to comply with the regulations in all cases was having all his trouble for nothing. Such bureaucratic meddling with business breeds bribery and places a premium on crooked business practices.

Under the new Capper-Tincher bill the purchase of 100,000 bus. of wheat by a speculator may be held to be unwarranted manipulation causing the speculator to be ruled off all the exchanges, while the purchase of the same number of bushels by the same gentleman under the incumbency of another sec'y of agriculture may be held to be a lawful at-

tempt to raise the price of wheat for the benefit of the farmer. It is government by whim instead of written law. The bill ignores the right of every citizen to find in the statute books the written guide applying to himself as to every other citizen as to what he may and may not do.

The Last Report of the Federal Trade Commission.

The active band of bolsheviks known as the Federal Trade Commission in its last report on "Terminal Grain Marketing" condensed elsewhere in this number' has made one more effort to justify its employment by the tax payers of the land.

While this Commission was established primarily for the purpose of assisting merchants to greater efficiency and reduced waste, the socialists agitators who have generally composed its membership, have devoted themselves principally to digging up discarded practices of business men and flouting them before the eyes of the unposted Congressmen with the inference that these discarded practices may still be in existence.

Men specialising in the various lines of business always have and always will have a clearer understanding of the methods and practices involved in their line of trade than the politicians can ever hope to attain. Competition of itself will force out inefficient and wasteful practices and much more quickly and effectually than can ever be hoped for from the investigating and reporting of a lot of biased politicians whose first aim is to blow about their work in the hope of justifying their employment.

Business men of the land are sick and tired of investigations and espionage. They are far squarer and more honest than the average politician ever hoped to be and the continual slur upon business and business men is strangling existing business concerns and discouraging others from engaging in business. The time has come for a "Halt! About, Face!" When business men or any other citizens of this land are caught committing infractions of the law, then let them be punished to the full extent of the law. That will stop bad practice, if there be such. We have no need of the endless army of bureaucrats and commissions investigating and reporting on practices long since discarded. The Government should stop threatening business men.

Let us get back to the constitution, relieve the nation of its socialistic encumbrances.

ANOTHER horde of federal bureaucrats will be let loose on all manufacturers and users of scales if H. R. 11829 is enacted into law. Fines up to \$500 would be levied upon anyone bold enough to manufacture scales without having obtained the permission of the U. S. Buro of Standards, and having first complied with whatever elaborate schedule of regulations the Buro is empowered by the proposed law to prescribe. The measure seems to be built on the theory that state and city sealers of weights and measures do not know their business. At any rate it will provide many more jobs for the hungry politicians.

New Chief Inspector at New York City.

Geo. H. K. White, who for many years has served the Produce Exchange of New York City as Chief Grain Inspector, will celebrate his 80th birthday June 28th by retiring from the service. He will carry with him the earnest wishes of a host of friends and admirers for eighty years more of good health and happiness.

Mr. White will be succeeded as Chief Grain Inspector by Laurel Duval, who has been acting chief in charge of the Produce Exchange Inspection Dept. since May 1st and will formally succeed Mr. White when he retires.

Laurel Duval's experience in handling grain dates from the time he used to carry water to the harvesters and threshing gangs on his father's farm in Ohio, followed by several vacations when he somewhat reluctantly took his place on the binder, at the thresher, and in marketing at the elevator. After attending the University of Wooster he gained a very good knowledge of the "ups and downs" of the country shipper and grain dealer in nearly two years' association with A. M. Fonbelle, wholesale grain and produce dealer of Wooster and Pittsburgh.

In October, 1907, he accepted a position in the newly organized Grain Division of the United States Department of Agriculture, being placed in charge of the Baltimore Grain Standardization Laboratory. This office was among the first field stations established by the Government for collecting information regarding grain inspection problems and especially to secure data which could be used by the

grain trade, transportation companies, warehousemen, and allied interests in the more successful handling of grain as it passes through commerce.

During the five years from 1907 to 1912 he directed numerous practical experiments in co-operation with the Baltimore Chamber of Commerce and carriers entering Baltimore, regarding the keeping qualities of corn and wheat under various conditions during transit in cars and storage in elevators. In 1911 he was one of several selected to make observations of corn cargoes during ocean transit and to secure information as to condition of American export corn discharged in Europe. For this purpose ports in Holland, Belgium, Germany, France, and England were visited.

In 1913 he was engaged by the Argentine Government for two years, to make a thorough study of Argentine methods of harvesting and marketing, and to ascertain and report under what conditions their system could be revised to permit their surplus grain crops to be more advantageously marketed.

After returning to the United States in 1915 he spent about a year and a half in the Department of Agriculture at Washington in connection with the work (then in progress) of establishing standards for commercial grain grading.

In November, 1916, after the passage of the United States Grain Standards Act, he was appointed Grain Supervisor in charge of the Philadelphia District of Federal Grain Supervision. Two years later, he was transferred to New York as Grain Supervisor in charge of that District, also Grain Supervisor in charge of Division No. 1, comprising the Atlantic seaboard districts of Boston, New York, Philadelphia, Baltimore, and Buffalo.

His total experience in connection with the grain business amounts to about sixteen years of which nearly twelve years were spent in American export markets, so he brings a ripe experience to his new position and has a thorough knowledge of all its duties and responsibilities.

Controversy Over Underground Conveyor.

In the summer of 1920, the Hurlbut Farmers Grain Co., William H. Diller, pres., of Hurlbut (Elkhart p. o.), Ill., installed an underground grain conveyor under the right of way of the Illinois Traction System. This enabled them to load on the C. & A. Upon the traction company threatening to remove the conveyor the elevator company obtained an injunction from the circuit court preventing its doing so, and final hearing in the circuit court established the right of the elevator company to maintain the conveyor. The Illinois Traction System appealed from the decision and on June 6, Mr. Diller filed answer in the supreme court.

Damages for Telegraph Error Cut to \$50.

A. C. Dunning, operating an elevator at Shelby, Neb., wired an offer of three cars of oats during Burleson's administration of the telegraf to the Andrew McClelland Mercantile, Industrial & Realty Co., Pueblo, Colo.; but in phoning the acceptance at Pueblo the telegraf operator by mistake signed the name of a different mercantile company, the Herman Merc. Co.

In good faith Dunning shipped a car of oats to the Herman Merc. Co., who knew nothing until receipt of a letter from Dunning that the shipment had been made, whereupon they wired him that if the order was hooked, to cancel it. The shipment was sold 10 days later to others at a loss of \$225, and Dunning brought suit against the Western Union Telegraph Co. and was given judgment for the full amount by the district court of Polk County. The telegraf company took an appeal to the Supreme Court of Nebraska, which on Apr. 19, 1922, cut down the amount to \$50 which is the limit provided in the fine print

regulations on the back of the telegraf blank.—187 N. W. Rep. 890.

Discriminatory Charges for Reconsignment from Private Tracks.

Taking an unfair advantage of every opportunity to overcharge the shipping public the carriers generally have interpreted the decision of the Interstate Commerce Commission in P-1467 to permit the charging of the sum of the locals in and out when a shipment delivered on a private industry track is reconsigned.

When reconsigned from a public team track in the same town the shipment is allowed to go forward on the thru rate, plus the regular reconsignment charge, altho the service performed by the railroad company is the same in both cases.

Examples how this works out in practice are: N. Y. C. & St. L. 10640 moved from Custar, O., to Akron, and reconsigned after placement there, to Norfolk, Va., on a rate of 39½c, which should have been 25½c, resulting in an overcharge of \$90.37.

P. L. 564939 moved from Ft. Jennings, O., to Steubenville, O., was reconsigned on a rate of 61 cents, which should have been 34 cents, overcharge, \$85.59.

Southern 137035 moved from Teffts, Ind., to Everson, Pa., was reconsigned to Clarksburg, W. Va., on a rate of 70 cents, which should have been 40 cents, making an overcharge of \$78.30.

P. R. R. 54729 moved from Covington, O., to Loudonville, O., was reconsigned to Monarch, Pa., the rate being 32 cents against the thru rate of 21 cents, the overcharge amounting to \$59.73.

These instances could be multiplied indefinitely, and include shipments of all commodities, the principal victims being shippers of grain, hay and petroleum products.

In taking advantage of the Interstate Commerce Commission's ruling in P-1467, in the case of the P. C. C. & St. L. Ry., and in Diversion and Reconsignment Rules, 61 I. C. C. 385, the carriers incorporated the following Rule 12, in their tariffs:

Rule 12. Diversion or Reconsignment to Points Outside Switching Limits after Placement: If a car has been placed for unloading at original billed destination and reforwarded therefrom without being unloaded, to a point outside of the switching limits, it will be subject to the published rates to and from the points of reconsignment, plus \$7 per car reconsignment charge, except that in no case shall the total charge be less than the charge based on the thru rate from point of origin to final destination, plus \$7 per car reconsignment charge.

Note.—If a car has been placed for unloading on a public delivery track, but has not been unloaded or accepted by consignee or owner, it will be subject to Rule 10.

Rule 10 simply assesses \$7 a car if reconsigned before placement.

The glaring injustice of making an exorbitant charge where no service is performed has led to the filing of a formal complaint to the Interstate Commerce Commission by the National Hay Ass'n on behalf of its members, at the instance of Geidel & Leubin, and the adoption of vigorous condemnatory resolutions at the recent meeting of the Ohio Grain Dealers Ass'n, published elsewhere in this number of the Journal.

When Geidel & Leubin took up with the Interstate Commerce Commission the matter of abolishing this unjust discrimination they were informed by G. B. McGinty, sec'y, that "The rule has now been in force for some months, during which time the number of protests received here have been few, considering the fact that the rule applies generally thruout the country."

Therefore it behooves shippers everywhere, who have been the victims of this discrimination, to aid the National Hay Ass'n and the Ohio Grain Dealers Ass'n, by voting their protest in the most emphatic manner, as, if an adequate representation be made to the commission it is almost certain that this exorbitant, excessive, and grossly unreasonable charge can be done away with.



Laurel Duval, New York, N. Y.
Chief Grain Inspector.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Demand for Improved Grain Door?

Grain Dealers Journal: What would be the demand for a simple labor and material saving grain door, durable and costing not to exceed 40% more than the present doors, the added cost being worth while thru saving breakage at unloading points and saving 5 to 15 minutes' time in opening car?—A. Ross, New Milford, Ill.

Ans.: Railroads would be glad to adopt any improvements which would effect real economy in either time or material, but such innovations require the approval of so many officials it is next to impossible to induce the railroads to do half of what they would like to do. The matter should be taken up with the Grain Door Coöperation & Reclamation Bureau, Transportation Bldg., Chicago. That bureau was started by the grain carrying roads and is striving to effect the efficiency and economy which can be obtained thru the use of any improved door.

Origin or Destination Weights?

Grain Dealers Journal: We sold, by telephone a car of oats, no mention being made as to point of destination, merely 65½ track Salem.

Car was shipped a few days later, B/L with draft was forwarded to buyer, which was taken up, and paid before car arrived. Car was loaded with a Fairbanks-Morse Automatic Scale, and witnessed by helper, who has made certified statement of contents of car. When car arrived at destination, was unloaded into an elevator, and weighed, and such weighing shows a shortage of 20,000 pounds. Buyer thereon made draft for return of such money, as was overdrawn on B/L which amount the seller refuses to pay, contending that the carrier is responsible for the shortage.

Buyer contends that grain was sold subject to terminal weights and grade, having furnished confirmation to that effect a day or so after sale by 'phone was made.

A few weeks later a car was consigned to another commission house in the same market, which information was obtained by the house to whom track sale was made, and on arrival of car they started garnishment proceedings and procured a judgment from the local court for such balance due above the draft on that particular car, was coming to the shipper.

Balance due on car No. 2 does not cover the amount of shortage on car No. 1. However, the firm having made the track purchase has placed for collection all of the amount of the 20,000-pound shortage, and at no time have they, to shipper's knowledge, given any credit for the amount which they obtained by judgment, nor have they at any time favored the shipper with a statement showing the amount of the judgment, but on the other hand have now started suit for the full amount of the price of the 20,000 pound shortage, which is evidenced by the amount stated in the summons.—Farmers Grain & Coal Co., Salem, S. D.

Ans.: No mention having been made at the time the contract was made the intent of the parties is to be proved by their course of dealing or the custom of the trade. If, on prior and following sales so made the seller had been accepting destination weights he would be bound thereby in this case also. So this is a question of what the regular practice had been between the parties. Seller would have to show on his part a practice of making sales on Salem weights. He knows best whether he is in a position to do this; and if his practice is the same as that of the usual country dealer selling on destination weights, he loses.

F. O. B. Salem ordinarily would mean Salem weights; but the buyer will claim that "f. o.

b." was used merely to establish the price basis, and that it was not to include the freight rate.

The carrier is responsible for the shortage and it is the duty of the shipper to make claim against the railroad company, if the trade was made under a certain custom requiring seller to accept destination weights.

Shipper should not permit judgment against him by failure to appear in court in defense, when he should make such counterclaim or demand such offset as he is entitled to.

How to Exterminate Weevil.

Grain Dealers Journal: We have been troubled recently with weevil and moth in our elevator, and would like to have the Journal tell us the best method of combating this evil.—Walnut Creek Milling Co., Great Bend, Kans.

Ans.: Hydrocyanic acid gas is one of the most effective poisons. As it is instantly fatal to human beings breathing it, all precautions must be taken to keep away from the rooms or buildings in which the gas is employed.

The gas is generated by placing cyanide of potassium (KCN) in sulfuric acid (H₂SO₄). The cyanogen (CN) which is poisonous combines with the hydrogen (H) of the acid to form the gas HCN. The chemical reaction is the simplest and all preparations are directed to distribution of the gas and the safeguarding of the life of the operator.

The quantity required is ¼ gramme of cyanide per cubic foot of space to be fumigated. A room 10x10x10 ft. containing 1,000 cu. ft. will require 250 grammes. As there are 28.35 grammes to the ounce divide this by 28.35 to reduce to ounces giving 8 4/5 oz. For each ounce of cyanide allow 1½ times as many ounces of acid, liquid measure. Allow 1½ ounces of water for each ounce of acid.

The acid and water should be distributed in the different rooms in stoneware or china crocks, or wooden pails. The acid should be poured into the water not the reverse, each crock to contain sufficient water and acid to act upon three pounds of cyanide, the crocks having a capacity of two or three gallons each. The cyanide is tied up in three-pound paper packages, and one package suspended over each crock by a string from the ceiling into which a screw eye has been screwed. All the strings from the screw eyes are gathered to one point near the door where the operator is to make his quick exit.

Starting on the top floor the operator lowers the cyanide into the crocks containing the acid and water, closes the door and goes to the next floor below and repeats in each floor below to the basement. Do not attempt to escape by ascending a stair in the room after the cyanide has been dropped into the liquid because it is too hazardous. Doors should be barred to keep strangers out.

After 5 to 24 hours the door and windows should be opened for half an hour or longer to allow the gas to escape and in tight rooms and basement much longer, before entering. Entry should be postponed until after all the characteristic peach pit odor has disappeared.

If potassium cyanide is unobtainable sodium cyanide will answer. The strongest acid should be purchased, if of weaker strength more must be provided.

The gas will kill all insects and vermin and all larvae.

Bisulfid of carbon is easy to use, but the policies of the mutual companies contain a clause "This policy shall be void if the assured does now, or hereafter keep, use or allow bisulfid of carbon in any of the buildings described in this policy."

For carbon bisulfid treatment first clean the bin thoroly, sweeping the sides and remove all refuse. Make the bin as air-tight as possible. Then pour bisulfid of carbon on top of the wheat in the bin and as it evaporates the heavy vapor will sink thru the grain and kill the insects. The gas is poisonous and the operator should avoid breathing it. All fire and naked lights must be kept away as the gas is very explosive when mixed with air, so that after using, the elevator should be aired thoroly before entering. About 1½ lbs. per thousand cubic feet should be sufficient.

The bisulfid is much more effective in hot weather than in winter. The use of a greater quantity in cold weather does not help much. The liquid or the vapor does not injure the grain in any way for germination or for human food.

"Boncar" is a preparation said to have all the advantages of bisulfid of carbon and none of its disadvantages. It is made by the Heil Chemical Co.

Chloropicrin is a war gas that is very effective in killing grain infesting insects, and is not explosive. It is difficult to obtain, has an offensive odor, and is irritating to the eyes.

Paradichlorobenzene kills the insects without affecting human beings; and would take the place of all other insecticides but for the fact that it is not effective at temperatures below 74 degrees Fahr.

Profits of Elevator Companies?

Grain Dealers Journal: We would like to know the total elevator storage capacity in the following states: Kansas, North Dakota, Minnesota, Nebraska, Illinois, South Dakota, Oklahoma, Ohio, Indiana and Missouri. Also, the profits or earnings that any or all of these elevators have shown in the past five years. If you have not this information available, we will appreciate it if you would advise us as to some source from whence we could obtain it.—Victory Mill & Elevator Co., Wichita, Kans.

Ans.: A report on the profits of country and terminal elevators was made by the Federal Trade Commission June 13, 1921, and transmitted to Congress, and copies should be obtainable by addressing the Commission at Washington.

The average rate of return on investment, including borrowed funds, in 1919-1920, ranged from 15.52 per cent for 13 Montana non-line elevators to 41.93 per cent for eight Oklahoma elevators. For the 526 non-line elevators reporting to the Commission the rate of return was 22.43%.

Gross profits per bushel ranged from 3.55 cents for 49 Iowa elevators to 15.59 cents for 13 Montana houses; and the average for all states was 6.99 cents.

Must I Pay Additional Freight?

Grain Dealers Journal: I own two elevators five miles apart. Some time ago I had 255 bushels of wheat in one elevator and enough in the other to fill the car. I told the railroad agent that if it did not cost more than \$10, I would like to have the car sent from one station to the other. A few days later the agent advised me that the cost would not exceed \$7 and might be only \$5. So I had car set in for loading, expecting to pay freight to Kansas City from the more distant point. The car was loaded and shipped to Kansas City and the B/L bore the notation "Set in at Hemple for reloading." The wheat was sold and I received my returns, and a few days later I received a bill from the railroad calling for \$57 additional freight.—J. M. Powell, Easton, Mo.

Ans.: An additional charge of \$57 on a corrected freight bill would indicate an undercharge not accounted for by the 5-mile haul. Reference to the tariffs in effect at the time the shipment moved should show the correct rate of freight. If the agent misquoted the charge for the 5-mile movement the railroad company is not bound thereby, and any undercharge must be paid, according to tariff. If a shipper loads less than the minimum he is charged for the minimum, and he can not have 255 bushels transported at the carload rate.

THE COST of growing wheat on a certain farm in Italy was carefully recorded, according to D. Sbrozzi in Italian Agriculture, and it was found that the figures indicate that a considerable loss was experienced in producing wheat to sell at the price established by the Government.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C. St. P. M. & O. 28,496 passed thru Le Sueur, Minn., on June 8, leaking corn very badly. We fixed it here and it went on thru.—Wierwill Bros.

C. & A. 15884, loaded with oats, was leaking considerably at the front end while passing thru Eden, Ill., May 20, on the M. & St. L. Ry.—E. C. McMullen, mgr. Eden Farmers Co-operative Co.

G. N. 17046, loaded with barley, was leaking badly from side door, as it passed thru Fisher, Minn., May 11. The agent was notified.—Webster-Sorlie Co.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Incompetent Inspectors to Blame.

Grain Dealers Journal: There was published recently in the Journal a statement to the effect that the present system of inspecting grain is lacking in uniformity. The writer's argument was based upon the fact that a certain car of grain had been graded No. 2 at one point and later assigned a lower grade after having been reinspected in another locality.

The efficiency of the inspecting and grading of grain under the provisions of the United States Grain Standards Act is largely dependent upon the competence of the licensed inspectors to whom is entrusted the responsibility of conducting this work. To satisfactorily inspect grain an inspector must be possessed of a thoro knowledge of the grain he is grading.

Frequently, however, it occurs that an inspector knows entirely too much about grain; that is, his interpretation of a ruling in the Standards is influenced by his personal opinion, probably founded upon a lifetime connection in some phase of the trade. In addition to the experts, there are some who are lacking in experience, and therefore cannot hope to avoid misgrading. This latter fault is more prevalent than is generally known.

The inspection of grain is interesting, and especially so if the inspector bears in mind the fact that a mistake on his part will necessarily result in an injustice to someone. The work is unlike any other vocation, in that it demands specialized knowledge coupled with a willingness to perform strenuous labor, and above all, it calls for honesty.

A belief is prevalent that the trade would be benefited by a revision of the present Standards. Let those who would improve the system ascertain the efficiency of the licensed inspectors in their localities. When a man cannot distinguish between No. 2 and No. 5 grain, something other than the Standards is at fault.—Respectfully, Frank J. O'Donnell, Licensed Inspector, Philadelphia, Pa.

To OPPOSE the suggested legislation seeking to place the operating of terminal elevators under the control of railroads, is the reason given for Chas. F. MacDonald, sec'y of the Duluth Board of Trade, for going to Washington, D. C.

RATES on mail of second-class matter are to be reduced if a bill introduced in Congress by Representative Kelly of Pennsylvania, is passed. It provides for cheaper rates on second class matter, which rates are now admitted to be too high.

Influence of Atmospheric Variations on Bagged Wheat.

A bag of wheat, freshly harvested under hot and dry conditions and suspended from the roof of a laboratory at Sydney, Australia, was weighed daily for a period of two years by F. B. Guthrie, G. W. Norris and J. G. Ward, and reported in the *Agricultural Gazette* of New South Wales. A comparison of the graph of the weight variation with that of the daily humidity changes shows that at the outset of the experiment, the bag gained weight for about two weeks without responding to slight local atmospheric changes. From this time, however, any appreciable increase or decrease of humidity was followed by corresponding, altho much smaller, increases or decreases in the weight of the wheat, with a maximum variation of 1.4 per cent.

Marketing Bureau Law Declared Invalid.

A temporary injunction was issued by the circuit court, June 6, which declared the Missouri marketing bureau law invalid, and it restrains the state marketing commissioner from enforcing the provisions of the law.

Originally the law was intended to protect farmers against the unscrupulous practices of commission merchants. A state marketing bureau was created and a commissioner put at the head of it, with power to issue and revoke licenses and investigate transactions between the consignor and consignee of farm products, interrupting shipments where necessary.

The law was declared unconstitutional on the ground that it granted powers to the commissioner that were "roving discretional pow-

ers" and that the law fixes no standard by which any merchant may be judged. The politicians seem to be convinced they have a monopoly of honesty and business men have none left.

Coming Conventions.

June 29, 30. Indiana Grain Dealers Ass'n at Indianapolis.

July 25, 27. National Hay Ass'n at Cedar Point, O.

Aug. 24. Michigan Hay & Grain Shippers Ass'n at Flint, Mich.

Aug. 24, 25. New York State Hay and Grain Dealers' Ass'n at Syracuse, N. Y.

Oct. 2, 3 and 4. Grain Dealers National Ass'n at New Orleans, La.

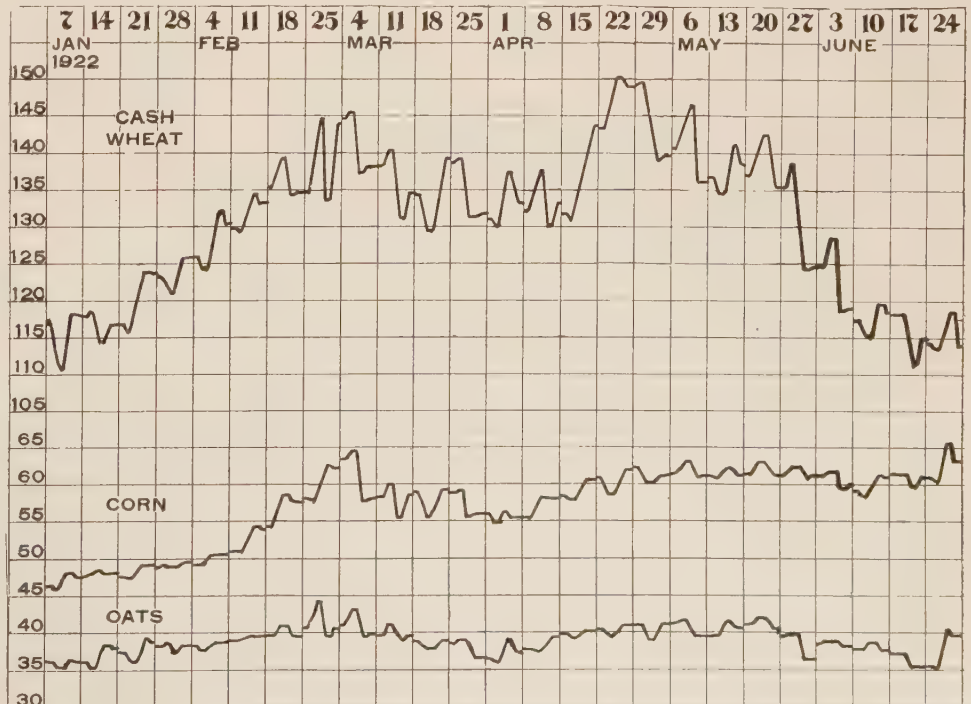
Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for July delivery at the following markets for the past two weeks have been as follows:

	June 10.	June 12.	June 13.	June 14.	June 15.	June 16.	June 17.	June 19.	June 20.	June 21.	June 22.	June 23.	June 24.
JULY WHEAT.													
Chicago	114½	109¾	110¼	112½	109½	111	111½	110	112½	113½	113¾	113¾	113¾
Kansas City	108¾	103½	103¾	106¾	103¾	104½	105¼	103¼	106	106½	107½	107¼	106¾
St. Louis	111½	106¾	107¾	109¾	107	108¾	108¾	107¾	109¾	110	110¾	110¾	110¼
Minneapolis	135½	131½	131¾	133	130¾	131¼	130¾	128¼	130¾	129¾	131¾	133¼	133¾
Duluth	117½	112½	113	115¼	112¾	113¾	114¾	112¾	115¼	115¼	116¾	117	116¾
Winnipeg (durum)	126½	123	122½	125½	123¾	124¼	124	122½	124¾	125½	127¼	126¾	126½
Toledo	117	112¼	112¾	114¾	112	113¼	114	112½	115	115¼	116	116	115½
Milwaukee	114¾	109¾	110¾	112½	109½	111	111¾	110	112½	113¾	113¾	114	113¾
JULY CORN.													
Chicago	62½	61	60¾	62¼	61¾	61¾	61¾	61¾	62¼	62¾	63¼	63¾	63¾
Kansas City	57½	56½	56½	57½	56½	57½	57½	56½	57¾	58	58¾	58¾	58¾
St. Louis	60¾	59¾	59½	61¾	60¾	60¾	60¾	60¾	61½	62½	62¾	63¾	62¾
Milwaukee	62½	61	60¾	62¾	61¾	61¾	61¾	61¾	62¼	62¾	63¾	63¾	63¾
JULY OATS.													
Chicago	36¾	35½	34¾	34¾	33¾	34¼	34¾	34¾	35	35¾	36¾	37¾	37¾
Kansas City	35¾	35	34	34¼	33	33½	33½	33½	34¾	34¾	35½	37¼	37¼
St. Louis	37¾	37	37¾	37¾	35	35¾	35¾	35¾	36	36½	37½	38½	38
Minneapolis	32¾	31½	30¾	30¾	30¾	30¾	30¾	30¾	31½	32¾	33¾	34	34½
JULY RYE.													
Winnipeg	52	51¾	51¼	52½	51¾	51¼	51¼	50¾	50¾	50	51	51¾	51¾
Milwaukee	36¾	35¾	34½	34¾	33¾	34¾	34¾	34¾	34¾	35¾	36¾	37¾	37¾
Chicago	91	87½	88	89½	88¼	88	86½	85¼	86¾	87	87¾	88¾	87½
Minneapolis	82½	78½	79¼	81¼	80	80¾	79¾	79	80¾	80¾	81¾	83	82¼
Duluth	87½	83¼	84	86½	84½	85½	84½	83	84¼	84½	85¾	86¼	85
Winnipeg	91¼	88½	88¼	90½	89¾	89½	89	87½	88¾	87¾	88½	88½	88½
JULY BARLEY.													
Chicago	55½	53½	60¾	59¾	59½	59½	59½	58½	58½	59	60	60	60
Minneapolis	55½	53½	51¾	51¾	51¾	51¾	51¾	52½	52½	53	55¼	54¾	54¾
Winnipeg	66	65½	64	65¾	64¼	64½	64½	64½	64½	64½	65½	66½	65¾

Cash Wheat, Corn and Oats Fluctuations from Jan. 1 to June 24.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.



Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

CALIFORNIA.

Los Angeles, Cal., June 7.—Harvest about normal. Quality very good.—Brown Gage Grain Co.

CANADA.

Winnipeg, Man., June 10.—The Dominion Bureau of Statistics reports that estimated acreage of wheat this year is 21,305,700, compared with 22,181,329 last year. Oats acreage is 10,819,641 this year, compared with 10,612,000 last year; barley is 2,109,065 this year, compared with 2,076,000 last year and rye is 1,688,228 this year, compared with 1,931,000 last year.

Winnipeg, Man., June 19.—The estimated crop of the three prairie provinces of Canada is as follows for 1922: Manitoba, wheat, 2,790,000 acres; oats, 2,270,000 acres; barley, 1,090,000 acres; rye, 178,000 acres, and flax, 63,000 acres. Saskatchewan, wheat, 11,184,000 acres; oats, 5,948,000 acres; barley, 532,000 acres; rye, 459,600 acres, and flax, 459,600 acres. Alberta, wheat, 5,850,000 acres; oats, 2,766,000 acres; barley, 545,000 acres; rye, 215,000, and flax, 24,000 acres. The total for the three is, wheat, 19,824,000 acres; oats, 10,984,000 acres; barley, 2,167,000 acres; rye, 905,000 acres, and flax, 546,000 acres. Comparing the above figures with the 1921 crop, as follows: Manitoba, wheat, 3,000,000 acres; oats, 2,226,000 acres; barley, 1,043,000 acres; rye, 150,000 acres, and flax, 61,700 acres. Saskatchewan, wheat, 12,000,000 acres; oats, 5,681,000 acres; barley, 497,700 acres; rye, 425,000 acres, and flax, 426,800 acres. Alberta, wheat, 5,000,000 acres; oats, 2,912,000 acres; barley, 568,000 acres; rye, 175,000 acres, and flax, 28,400 acres. The total for the three provinces for 1921 is, wheat, 20,000,000 acres; oats, 10,819,000 acres; barley, 2,108,700 acres; rye, 750,000 acres, and flax, 516,000 acres.—E. R. Porter, Sec'y, Northwest Grain Dealers Ass'n.

ILLINOIS.

Hillery (Danville p. o.), Ill., June 14.—Corn and wheat fine; oats late but look well.—Fred W. Oakwood.

Springfield, Ill., June 21.—Good rains fell in the extreme south but crops elsewhere need moisture. Corn made good progress and cultivation continued. Wheat is being cut thruout the south half of state and threshing has begun in the vicinity of Cairo. Some reports of lodging and rust in wheat. Oats are heading, but are short and rather poor. Clover harvest is in general, mildew being reported in some areas. Hessian fly and chinch bugs are reported in several central and southern counties.—Clarence J. Root, meteorologist.

Springfield, Ill., June 15.—Late planting has been completed and field work in general has shown splendid progress during the past two weeks. The period started cool, but the high temperatures prevailing during the last week, while favorable for corn growth, were rather adverse for small grains, especially oats. Winter grain outlook continues fair to favorable as a rule. Spring sown grains are inclined to show an uneven and weedy growth. Corn has germinated quite evenly as a rule and growth has made good progress under the prevailing high temperature. Advancement of growth for different fields varies sharply due to wide range of planting dates. Scattered early fields show stands nearly up to average with some of the later fields just above the ground. Cultivation has gone forward rapidly with the second cultivation of many fields completed. Reports indicate little change in acreage from that of a year ago. Winter wheat ranges from ripening in the south to well into the filling stage in the north. The crop shows unusual straw growth this season with spotted lodging in heavy stands especially in the central and northern areas. Due chiefly to the adverse effects of heat during the present critical filling stage of much of the crop, and to a slight extent to rust and insect impairment, the crop outlook is slightly less favorable than on June 1st but continues above average for the State as a whole. Oats outlook is below average due to the late and generally

unsatisfactory planting conditions. Earlier fields heading short and inclined to show a patchy growth. Spring wheat and barley also below average but somewhat better than oats as the acreage of these crops is largely in the northern area. Rye harvest is starting in the south with prospects for a good crop generally. The hay crop outlook is the best in years quite generally. Alfalfa and clover harvest is now in progress with favorable yields reported.—A. J. Surratt, agricultural statistician.

Chicago, Ill., June 24.—Crops in the upper Mississippi Basin States, Ill., Ind., Ohio, Mich., Wis., Ia., Mo., Kan., Neb., Minn., S. Dak., and No. Dak., show little material change from the past week; taken as a whole, crops are still progressing favorably over most of this territory. Conditions are getting a little dry in Illinois, Indiana, Ohio and some sections of Michigan, Wisconsin, Iowa and Nebraska. Corn in Missouri and Kansas also needs rain in some localities. Pasture, hay and clover throughout this territory are reported as generally good. In some of the more central states of this group hay is reported as fair. Oats ranges all the way from light and not very good to extra good. Taking the various crops by states we find in Illinois: Oats from light and not very good to fine but late. In Indiana not up to normal, some good fields, others poor to very poor. In Ohio generally good, on a small acreage. Michigan very good for late seeding. Wisconsin coming on nicely. Iowa very short in some localities, needs good rain, other sections fine on a large acreage. In Missouri from poor to fair. In Nebraska poor to good; very short in some sections. Minnesota average to good. South Dakota good to very good. North Dakota generally good; some sections a little short. Wheat by states is reported as follows: Illinois, winter wheat fair to good; spring fair. Indiana from fair to good; smaller acreage; some chinch bugs. Ohio from good to fair; some rust reported, almost ready to cut. Michigan fair to extra good. Wisconsin fair to good. Iowa fair, suffering from dryness in some sections. Missouri promises a good crop, although in some localities it is fair only. Kansas all the way from poor to extra good, probably average around 70%. Nebraska from poor to good, needs rain. Minnesota average to fair. South Dakota good to extra good. North Dakota good. Corn—Illinois looking good. In Indiana good, although a little late, acreage large. Ohio will average from fair to good. Wisconsin very good. Iowa good, some sections somewhat uneven, on account of wet spring, now growing rapidly. Missouri late, needs rain locally, but as a whole is a good prospect. Kansas from fair to extra good; some sections need rain. Nebraska, although a little late, is looking good. Minnesota good to excellent. South Dakota needs warm weather in some localities and is a little too wet; in other sections it is good to very good. Kafir corn in Kansas is a good stand and looking fair. The flax acreage in Minnesota, South Dakota, North Dakota and Nebraska is small, but most of it is looking good. These states rank this week as follows: Illinois good, Indiana good, Ohio good, Michigan very good, Wisconsin still good, Iowa good, Missouri good, Kansas up to average, Nebraska above average, Minnesota good, South Dakota good, North Dakota very good.—F. Backes, v. p. American Steel & Wire Co.

INDIANA.

Ft. Wayne, Ind., June 14.—Chinch bugs are working on the wheat in this section.—Jay P. Strook, mgr. Indiana Feed & Seed Co.

Mulberry, Ind., June 10.—Prospects for wheat, rye, corn and clover all good. Oats is not so promising. More short weedy fields than ever known here at this time of the year.—S. A. Miller.

San Pierre, Ind., June 10.—Wheat and rye about 60 to 65% of normal. Oats 65 to 70% of normal. Corn is from two to four weeks late, about 10% yet to be planted.—Peter Kramer, sec'y Railroad Township Farmers Ass'n.

Brownsville, Ind., June 17.—The wheat crop in this region promises to be better than average yield and quality, altho the acreage is smaller than usual. Owing to late sowing and dry weather following, the oats crop will be very poor and limited.—Lingeman, Adams & Co., by H. W. Adams.

IOWA.

Coon Rapids, Ia., June 20.—Crops look good, but hear that oats are short and are filling good. Corn about knee high and has never been cleaner at this time of the year.—R. L. Wood, mgr. Coon Rapids Grain Co.

Eagle Grove, Ia., June 14.—Crops look good; need rain.—Independent Grain & Lumber Co., F. M. Joyce, agt.

Des Moines, Ia., June 20.—Mostly hot, dry weather with nearly normal sunshine and strong drying wind was favorable for second and third cultivations of corn and for cutting clover hay, but unfavorable for oats and spring wheat. Drouth continues in the west central and north-west counties, though slightly relieved by showers in a few localities. Much corn is now "knee high"; the second cultivation is generally completed and the third well advanced. This with good weed killing weather makes the fields mostly clean and the general condition of the crop good, the poor stands are reported from many dry localities. Oats continued to deteriorate in the drouthy counties where they are heading too short to be cut with a binder and will be mostly cut with a mower. In some instances stock is being turned in to pasture the oats, which are not worth cutting. The hot, dry winds with temperatures high in the 90's the first half of the week, caused oats to head short and fill poorly over much of the state. Winter wheat made fair progress in filling and a few fields are turning color, but more moisture would be beneficial. More than usual damage from Hessian fly is reported in Madison and Polk counties, particularly in fields that were seeded before Sept. 15.—Charles D. Reed, meteorologist.

KANSAS.

Lincoln, Kan., June 20.—Wheat 65% or better of crop this year.—F. E. Rozier, agt. U. P. R. R.

Burdett, Kan., June 24.—Three-fourths of the wheat crop is in in this territory.—Bauer-Vaughan Grain Co.

Hope, Kan., June 19.—Had heavy rain and storm last night; laid lots of wheat flat to the ground.—Emil Brenner.

Sand Springs (Abilene p. o.), Kan., June 15.—Wheat crop is coming on good; harvest will begin next week.—Sommer Grain Co., D. Sommer.

Sabetha, Kan., June 20.—The wheat in this section will average about 18 bus. There will be a poor crop of oats. Corn looks good.—J. C. Lanning.

Jetmore, Kan., June 15.—Wheat crop is much better than it looked possible for it to make three weeks ago. Weather is very hot and windy. Should have one more rain to fill the late wheat. No harvesting will be done before July 1.—A. H. Ling, A. H. Ling Milling & Elvtr. Co.

Topeka, Kan., June 22.—Winter wheat is now being harvested and promises a yield of 117,215,000 bushels, or 12.95 bus. to the acre, according to present estimates of correspondents. Should this production be realized, it will be the state's fifth largest, the crops of each of the past three years, and of 1914, only exceeding it, and 8,491,500 bushels more than the annual average of the past decade. This increased yield over the Board's May forecast of 108,560,000 bus. (13.05 bushels to the acre) is due to the fact that assessors' returns from 67 counties, received in the past month, show 556,339 acres, or 7.3 per cent, more sown to wheat than had been previously estimated by reporters. Should the same rate of gain hold good in the other 38 counties from which the official returns are yet to come, the aggregate of wheat sown last fall would amount to 12,290,858, or the largest in the history of the state, the planting of 11,610,445 acres in the fall of 1918 ranking second. Deducting from the acres sown the 26.3 per cent abandoned, leaves wheat for harvest amounting to 9,058,362 acres, or the fourth largest, and it is on this acreage that the present state report is based. Spring wheat, for years of little consequence in Kansas, promises to pass out of our agriculture entirely. Its production is estimated at 116,000 bushels, or 9.15 bushels to the acre, from 12,262 acres. In 1921, 14,789 acres were harvested; in 1920, 16,710, and in 1919, 30,424 acres. Indications show that corn will have an acreage of 5,012,563 acres, or an increase of 13.4 per cent over last year, but 13.9 per cent under the 5-year average. Based on 100 as representing satisfactory development, its condition averages 82.8 per cent for the state, compared to 85.7 last year, 80.2 in 1920 and the 5-year average of 80.2. Good stands have been the rule and fields are mostly well cultivated and clean. There is much variety in growth, however, due to the different dates of planting. Taken as a whole, corn is late for the time of year. In many localities its planting was delayed by rains, as was the case with most other spring crops. Favorable weather has promoted satisfactory growth in the main, but the soil is now

dry and general precipitation would be welcome. Oats has a prospective yield of 33,000,000 bushels, or 21.2 bushels to the acre, the smallest aggregate yield since 1916. The acreage last year was nearly 20 per cent greater and the yield 21 per cent more. The barley crop promises to be the largest ever produced in Kansas, with an estimated yield of 23,009,000 bushels, or 23.1 bushels to the acre. The best aggregate yield in any previous year was 20,830,000 bushels in 1920. Last year's output was 14,362,406 bushels. With the abandoned wheat land put to barley, the acreage shows a marked increase, 36 per cent, and a record total of 998,179 acres. The acreage of the sorghums (all kinds) will probably be 7 per cent greater. Eighty-nine per cent has been planted and the condition of the growing crop is given as 84.7, as compared with 87.8 a year ago and 85.8 in 1920.—J. C. Mohler, Sec'y State Board of Agriculture.

MICHIGAN.

Conklin, Mich., June 13.—The crop in this immediate vicinity looks none too promising, being winter killed.—E. F. Dinkel, mgr. Conklin Farmers Ass'n.

MINNESOTA.

Reading, Minn., June 16.—Crops are looking very good at this time. Hay crop will be light.—E. B. Meyer, mgr. Farmers Co-operative Elvtr. Co.

Minneapolis, Minn., June 21.—Conditions during the past week have been almost ideal for the crops in Montana, North Dakota, South Dakota and Minnesota. The warm weather which followed the heavy rains of a week ago has been favorable for the crop development. No really bad conditions have appeared to date, although there are reports of many young grasshoppers in Eastern and Central Montana. In Northwestern North Dakota and one or two local districts in South Dakota rain would be beneficial, but the territory generally has sufficient moisture to carry the crop for some time. The wheat crop maintains its high condition throughout the Northwest. Barley and oats are not quite as good as wheat. These crops are backward and in the Southern territory have a thin stand, due to dry weather early in the season. The condition of rye is very satisfactory. As a rule it is heavy, although there are some places where it has a thin stand. Prospects for corn are very good. The only drawback at present being its lateness. Growing conditions of flax are very favorable, sufficient moisture having started a good growth. Acreage is very close to that of last year.—Van Dusen Harrington Co.

MISSOURI.

Barnard, Mo., June 20.—Wheat in the bottoms is falling. While the heads are filling good, am of the opinion it is ripening too fast.—Ray Davis.

Agency, Mo., June 20.—Wheat below the average in quantity, but good in quality. Practically no oats. Large acreage of corn.—E. E. Powell, mgr. Agency Elvtr. & Grain Co.

St. Peters, Mo., June 14.—Wheat will yield about 14 bus. Cutting now. Need rain badly for corn and garden. Clover crop splendid.—Farmers Co-op. Elvtr. Ass'n., E. Marbeincke, mgr.

Burlington Junction, Mo., June 24.—Just commenced harvest with our wheat, and it bids fair to make a good yield, and with good weather it will all be in the shock by July 1. Corn is fine, being 85% laid by, and oats is looking good, with but 75% of normal acreage.—M. M. Adkins.

Mercer, Mo., June 19.—Crop conditions in this section of the country are very encouraging. Wheat crop promises to be up to normal both in yield and acreage to be harvested. Oats are poor and acreage greatly reduced. Corn acreage is slightly above normal and present condition appears to be very satisfactory; while the planting was delayed somewhat, weather has been very favorable and fields are well cultivated, clean and show excellent average stand. Hay and grass crops below normal. Forage crops about normal at present, both condition and acreage.—A. A. Alley, successor to Alley Grain Co., Mercer, Mo.

NEBRASKA.

Johnson, Neb., June 20.—The recent hot weather has ripened the wheat too fast. It is two weeks ahead of time.—Bert Hall.

Roseland, Neb., June 20.—Forty to fifty per cent of the wheat acreage was abandoned and planted to barley and oats. These latter crops will be short, on account of the excessive heat.—M. J. Stoetzel.

OHIO.

Wilmington, O., June 12.—Wheat looks good.—H. A. Barrett, R. P. Barrett & Son.

Millersburg, O., June 12.—All crops looking fine in this section.—Samuel Franks & Sons.

New Holland, O., June 20.—Wheat about 60% average crop. Corn two weeks late and making very slow growth account dry weather.—Chas. E. Groce.

Holgate, O., June 13.—Wheat looking fine. Poor prospects for corn and oats owing to late planting and heavy rains since planting.—Holgate Grain & Shipping Co.

Brice, O., June 21.—Wheat yield will be above the average, many fields yielding 25 to 28 bus. per acre. Some farmers started to cut yesterday. Corn doing well and hay good.—J. H. Motz.

Elmira, O., June 21.—Wheat acreage 100%, condition 100%. Corn acreage 100%, late but coming along nicely. Oats 100%, short and yellow in spots because of excessive moisture.—J. A. Rupp, mgr. Elmira Elvtr. Co.

OKLAHOMA.

Enid, Okla., June 22.—Yield of wheat in northern sections is disappointing. Threshing will be general next week.—Randels Feuquay Grain Co.

Arapaho, Okla., June 14.—Wheat harvest starts this week; wheat will be very fine quality but poor yield, average about 8 bus. Oats were all cleaned up by green bugs.—W. M. Black, mgr. Farmers Union Co-op. Ass'n.

Carnegie, Okla., June 13.—Wheat harvest now and about half crop all early plowed and properly seeded wheat making good crop. Late plowing and poor seeding poor to nothing at all. Spring crops late but growing good.—J. R. Thomas.

Chicago, Ill., June 16.—Wheat in Oklahoma is making satisfactory progress and condition of that sown early is fair to good while that sown late is doubtful. Harvest is extending northward and will be general very soon. Straw is short but heads generally are well filled. Oats ripening and harvest started. Corn is late and farmers still planting some of the crop.—S. H. Johnson, vice-pres. C. R. I. & P. R. R.

TEXAS.

Washburn, Tex., June 12.—Wheat crop is a failure; think will have to ship wheat in to reseed this fall. Maize and kafir crop will be a large one as most of the wheat ground replanted in maize and kafir crops.—X.

Dallas, Tex., June 16.—It looks as tho we are going to have a very large oat crop of good quality. Wheat crop will also be good but the prospects for corn crop are very poor.—Pearlstone Mill & Elvtr. Co.

Chicago, Ill., June 16.—In the Pan Handle section of Texas rain fell, averaging two and one-half inches. Cool and wet weather retarded the farm work, but reports indicate warm weather will insure a large crop of corn, maize and kafir. Wheat crop short in the vicinity of Groom and Vega, and green bugs appearing in oats near Groom did some damage. In western, central, northern and northwestern section a good rain fell. Harvesting of wheat and

Exports of Grain Weekly.

[From Atlantic and Gulf Ports, in Bus., 000 Omitted.]

	Wheat.		Corn.		Oats.	
	1921.	1920.	1921.	1920.	1921.	1920.
Jan.	7.. 5,484	9,429	3,008	504	341	249
an.	14.. 5,747	6,457	2,651	264	430	185
Jan.	21.. 5,455	4,782	3,263	1,029	602	139
Jan.	28.. 3,473	6,257	5,937	1,130	465	237
Feb.	4.. 3,215	8,814	4,712	1,476	237	195
Feb.	11.. 2,499	5,131	4,770	1,240	313	150
Feb.	18.. 3,803	4,776	4,851	1,155	370	312
Feb.	25.. 4,731	3,968	5,058	1,518	650	125
Mar.	4.. 5,484	5,469	6,351	3,153	348	209
Mar.	11.. 3,349	4,390	5,365	2,182	741	68
Mar.	18.. 4,630	4,847	4,312	2,720	864	289
Mar.	25.. 3,279	2,750	3,778	3,299	1,109	62
Apr.	1.. 3,884	5,437	4,754	1,844	655	262
Apr.	8.. 3,523	4,379	3,519	1,362	716	112
Apr.	15.. 1,489	4,795	3,946	1,919	839	264
Apr.	22.. 1,087	3,764	3,143	1,039	689	616
Apr.	29.. 2,660	5,879	2,634	2,696	1,133	583
May	6.. 1,921	8,190	1,733	2,038	638	913
May	13.. 2,679	4,881	2,572	1,463	1,069	951
May	20.. 4,257	7,071	1,406	1,855	2,393	1,549
May	27.. 4,944	5,724	3,088	1,982	1,668	1,296
June	3.. 5,017	6,428	3,060	1,776	3,344	1,742
June	10.. 2,738	6,422	3,329	1,541	1,297	1,811
June	17.. 4,016	3,931	2,827	2,110	1,863	1,265
June	24.. 3,743	7,977	2,422	2,106	2,619	1,312
Total since						
July	1.. 268,166	357,099	154,977	39,103	41,265	21,808

oats began and some rust reported in Terrant and Denton counties. Wheat crop averaging from 10 to 15 bus. per acre. Corn growing rapidly.—S. H. Johnson, vice-pres. C. R. I. & P. R. R.

WISCONSIN.

Madison, Wis., June 10.—General crop conditions in Wisconsin on June 1 were 98.9% of the 10-year average, compared with 97.9% last year. Acreage of small grains is 100,000 acres less than last year and 68,000 below the 5-year average. Oats is estimated at 2,537,000 acres compared with 2,632,000 in 1921, or a 4% decrease. Condition of crop is 94% of normal. Spring wheat had a large reduction in area planted, the 97,000 acres being 27% below the acreage of 125,000 last year. Condition is 90% of normal. Condition of winter wheat is estimated at 82%. Production is estimated at 1,680,000 bus. compared with 1,424,000 a year ago. Rye crop is estimated at 6,584,000 bus. compared with 6,501,000 a year ago, and condition of crop is 92% of normal. Clover acreage is estimated at 260,000 compared with 218,000 last year, an increase of 19%. Condition is estimated at 84%.—Joseph A. Becker, agri. statistician.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

CALIFORNIA.

Los Angeles, Cal., June 7.—New crop of barley and wheat moving from Imperial Valley.—Brown Gage Grain Co.

San Francisco, Cal., June 8.—Receipts of various grain during May was as follows: wheat, 2,432 tons, corn, 897 tons, oats, 659 tons, barley, 4,347 tons, bran, 154 tons and beans, 33,775 sacks. Receipts during May, 1921, were as follows: wheat, 3,172 tons, corn, 752 tons, oats, 163 tons, barley, 13,912 tons, bran, 92 tons and beans, 37,421 sacks. Grain remaining in the state of California June 1, was as follows: wheat, 571,420 centals, barley, 942,120 centals, oats, 24,260 centals, beans, 508,051 sacks, corn, 158,540 centals and rye, 7,240 centals. This compares with June 1, 1921, as follows: wheat, 619,920 centals, barley, 2,423,520 centals, oats, 92,880 centals, beans, 1,031,133 sacks and rye, 48,560 centals.

IOWA.

Coon Rapids, Ia., June 20.—Lots of old corn back in farmers hands.—R. L. Wood, mgr. Coon Rapids Grain Co.

KANSAS.

Lincoln, Kan., June 20.—Harvest will start about June 26.—F. E. Rozier, agt., U. P. R. R.

MISSOURI.

Kansas City, Mo.—The first car of new wheat was received at this market on June 21. It came from Jefferson, Okla., grade No. 1 hard, tested 62 lbs. to the bushel and sold at auction for \$1.12 per bushel.

OHIO.

Wilmington, O., June 12.—Wheat will be cut in about two weeks, early harvest.—H. A. Barrett, R. P. Barrett & Son.

OKLAHOMA.

Carnegie, Okla., June 13.—All old wheat marketed.—J. R. Thomas.

Arapaho, Okla., June 14.—All old grain cleaned up in this part of Oklahoma.—W. M. Black, mgr. Farmers Union Co-op. Ass'n.

PENNSYLVANIA.

Philadelphia, Pa., June 1.—During May receipts of grain were as follows: wheat, 2,257,494 bus.; corn, 1,048,730 bus.; oats, 342,824 bus.; rye, 54,690 bus. and barley, 23,386 bus.; compared with May, 1921, as follows: wheat, 2,219,680 bus.; corn, 1,011,254 bus.; oats, 321,292 bus.; rye, 87,730 bus. and barley, 2,742 bus. Shipments of grain during May were: wheat, 1,569,033 bus.; corn, 909,330 bus.; oats, 59,925 bus.; rye, 56,332 bus.; compared with May, 1921: wheat, 2,206,795 bus.; corn, 1,258,233 bus.; oats, —; and rye, 160,952 bus.

TEXAS.

Fort Worth, Tex., June 10.—This market received its first car of oats from the new crop today. It was damp and musty, testing 24 pounds to the bushel and grading No. 4 Red.

St. Joseph Grain Exchange Entertains Shippers

Grain dealers from four states gathered in St. Joseph, Mo., Tuesday, June 20 to attend the 6th Annual "Get Together" given by the St. Joseph Grain Exchange, and, as is usual at this jovial festival, everyone was in good spirits and had a good time.

The morning was given over to registration and visiting in the Exchange Hall and grain offices.

At 11:30 special street cars took the visitors to the Lotus Club, on Lake Contrary, where an elaborate buffet luncheon was served. After the luncheon Will Washer took the gavel and led the dealers thru a short and snappy business session.

Chas. A. Geiger, pres. St. Joseph Grain Exchange, in welcoming the visitors, said: We have asked you to come to St. Joseph today to enjoy yourselves, to renew old and make new acquaintances, and to know better the men and firms who handle your business in this market. We will have a short business meeting, but you will not be bored with long and tiresome addresses. And unlike the usual banquet, ours tonight will be free from the customary after-dinner talks. Gentlemen, we appreciate your coming, and hope that each year following you will be with us on this occasion.

S. W. Adams, Topeka, Kan., spoke briefly on group insurance for individual members of the different state associations.

J. S. Hart, chief of the Kansas State Grain Inspection Dept. likened the address he was about to make to the apparel of the present day flapper: "long enough to cover the subject, but short enough to be interesting." Regarding the inspection of grain he said:

The attitude of grain dealers and grain growers in the matter of inspection has placed the inspection department in a very difficult position. On this subject we have been discussed, cussed and re-cussed, until now I am about in the position of the negro haled before a court to answer a charge of larceny. When the court proposed appointment of counsel for his defense, the negro replied, that as far as he was concerned the matter could be dropped.

The 1921 crop has been very difficult to handle because of heat damaged kernels. Some think this heat damage was caused by the thresher cutting the wheat when it was too green, others by the old wheat that was left in the bins, and still others have further reasons.

I am in favor of government supervision. All concerned would welcome a uniform system of grading in all markets. This one system would do away with confusion and dissatisfaction. We have always co-operated with the Federal department, that our inspectors could properly apply the standards. Grain grading will never be an exact science, because an inspection must be made on a very small portion of the lot of grain represented.

E. J. Smiley, sec'y Kansas Grain Dealers Ass'n. Mr. Hart have you any suggestions to offer?

Mr. Hart: I hesitate to make suggestions. Regardless of our views, we must follow the ideas of the Board of Review. I believe it would be better to have one or two practical men on the board, regardless of their knowledge of grain grading. This would help materially. The chemist who knows nothing of the practical side of the grain business is too keen for hair-splitting.

In introducing the secretaries Mr. Washer paid tribute to the grain trade associations and their secretaries. He said in part: Grain men of the country cannot do justice to their business unless they become associated with other grain men in their respective state grain associations. If the younger generation of grain men will but compare the chaos existing in the trade 25 years ago, with the present day condition with the trade associations, well organized grain markets, fair inspections, methods of handling disputes in grain transactions,

modern terminals, they will find that all this progress is due to the associations and the untiring efforts of the secretaries. You men who are not members of the association in your state owe it to your business to become members without further delay.

Geo. A. Wells, sec'y Western Grain Dealers Ass'n, read a paper on Railroad Elevator Site Leases, an extract from which was printed on page 606 of the Journal for May 10th.

Mr. Smiley: I know of one case in Kansas where the rental on an elevator site was increased from \$12 to \$88. And another from \$20 to \$65. In the latter case the elevator owner refused to sign the lease tendered by the railroad agent. He was later advised by the agent that he would either have to sign the lease at the increased rental or get off the property. Under the terms of the lease he could be forced to vacate. We have prepared a bill identical with that of Iowa, pertaining to elevator sites, and it will be brought up in the Kansas Legislature. I want every Kansas grain dealer to get back of his representative in each house and insist on the passage of this bill. I have lobbied in the Kansas Legislature for over 20 years, and am in a position to know that individual action by constituents will accomplish more than a hundred lobbyists.

D. L. Boyer, sec'y Missouri Grain Dealers Ass'n, after being introduced as the youngest secretary, said he would "pass the buck" to the older heads present who had been on the job for so many years.

From Mr. Smiley's talk on different subjects we take the following:

In Mr. Washer's letter inviting me to be present on this occasion he stated that the meeting would be snappy. Shortly after the receipt of this letter I went fishing, and after patiently waiting for an hour or more I got a bite. When I pulled in my line I found that a snapping turtle had affixed itself to my hook. I landed Mr. Turtle and upon examination I found clearly impressed on its carapace a large "W." This brought instant recollection of that letter—Washer—St. Joseph—snappy. I want to talk to you on a few subjects of vital interest to us all, but I'll make it snappy.

We have tried on different occasions to have exporters give favorable consideration to our many requests for a return to the old export scale for fixing differentials between grades that was used prior to the war. There is no justification in these unreasonable discounts and I predict that if the elevator owners and operators throughout the country will refuse to sell to exporters on this basis, and will consign to a terminal market where there is free and unlimited competition, that the exporters will be compelled to accept these terms. Every elevator owner and operator has the farmer's interest in mind when demanding a reduction in the differentials between grades.

We have received many complaints of delayed re-inspection at Kansas City. We found upon investigation that the samplers were not equipped with the necessary tools to reach bottom of cars, and in practically every instance these samplers made this notation on the reports, "Can't reach bottom" and as a result re-inspection was called upon the arrival of the car at the elevator, from six to thirty days after original inspection was taken. We believe a shipper is justified in refusing a good many overdrafts occasioned by the neglect or inability of the purchaser to call for re-inspection within 48 hours after the original inspection.

I wrote Senator Capper recently suggesting that the law be amended to have the Board of Review include a practical grain man, a

practical miller and possibly a practical farmer. We contend that the standards, as applied to heat damaged kernels, were framed solely for the benefit of the millers of the country. Sec'y Wallace at a meeting in Kansas City some time ago promised some action would be taken, but as yet nothing has been done. Something must be done, and it's up to the grain trade of the country to do it. The Dept. of Agriculture will not do it.

Mr. Washer: Mr. Scholl, you are acquainted with the requirements of millers. What is your opinion of heat damaged kernels?

C. L. Scholl, St. Joseph: I would take no exception to $\frac{1}{2}$ of 1% heat damaged wheat. The great majority of wheat graded "heat damaged" is merely discolored or skin-burned.

Mr. Washer: What per cent of the wheat called "heat damaged" is so damaged?

Mr. Scholl: About 50%.

David Lukens, Atchison, Kan: 1% of "heat damaged" kernels will ruin flour. Flour made from heated wheat is dead.

At this point many of those present entered into a rapid fire discussion on "heat damaged" wheat.

Pres. Geiger: I would like to take this opportunity to inform you men of the St. Joseph rule for re-inspection. A record is made of the date of sale and reinspection must be called within five days. If the car is placed on the elevator track reinspection must be called within twenty-four hours.

J. M. Powell, Easton, Mo.: I would like to tell you all of an experience I had recently. I shipped a car of wheat to St. Joseph, and for some reason a tag bearing the word "merchandise" was placed on it. My commission man and myself spent considerable time trying to locate the car, and after three days it was found on the siding of a local wholesale grocery. In the meantime the price of wheat declined, and I was forced to take a loss of \$125.

Pres. Geiger: The railroad should be liable, and I would suggest that you make claim thru your commission firm.

The business meeting was thus brought to a close, and the visitors boarded the cars for the ball game between St. Joseph and Omaha.

The Ladies.

At noon the visiting ladies were entertained at a luncheon in the St. Charles Hotel, after which they were taken on an automobile ride over the St. Joseph boulevard system, returning in time to join their husbands at the ball game.

The Evening.

In the evening the visiting grain dealers and their wives returned to the Lotus Club to partake of a chicken dinner, cooked and served in the famous St. Joseph style. It was purely an "eat-fest," and digestion was greatly aided by the absence of after-dinner oratory.

After the banquet those proficient in the terpsichorean art made merry in the adjoining ball room, while others wandered over to Lake Contrary Park, and there with the aid of scenic railways, shoot-the-chutes, hot-dogs, etc., brought back the days of their youth for the evening, filling them with the spirit necessary to carry on after they reached home.

Notes.

Cartridge pencils were handed out by the J. L. Frederick Grain Co.

That man Huff was busier than the proverbial cat on the tin roof.

No gathering of grain men is complete without W. G. Goy, of Tabor, Ia.

The visitors were well supported with the attractive canes distributed by the Geiger Grain Co.

As expressed by Will Washer, that age old instinct to patronize the bar will crop out on some men.

The popularity of the St. Joseph Grain Exchange and its members is not to be wondered

[Continued on page 850.]

Federal Trade Commission Again Casts Reflection on Grain Dealers

There is submitted herewith a report on Terminal Grain Marketing, being Volume III of the Commission's report on the Grain Trade, embodying certain conclusions and recommendations of the Commission with reference to the marketing of cash grain.

In the movement of most of the grain from the farms where it is produced to the place of consumption the first step is from farm to country elevator, the second from country elevator to terminal market. About 70 per cent of the total shipments of country elevator grain (wheat, corn, oats, rye, and barley) go to these terminal markets, i. e., markets receiving over 1,000 cars a year. This movement of grain to terminal markets is usually handled in one of three ways:

- (1) Consigned to a grain commission man or receiver who sells it for a commission;
- (2) Sold "on-track" in the country; or
- (3) Sold "to-arrive," i. e., to be shipped to or to arrive at a terminal market or other destination within a specified period of time.

At the terminal market the grain is usually bought by (1) millers, maltsters, feed manufacturers, or other converters, or (2) dealers and shippers, including particularly the great terminal elevators. Those in the first group buy, of course, for the purpose of converting the raw grain into some form of grain product. Those in the second group purchase with the expectation of deriving a profit from subsequent resale.

The Cash Scalpers: An interesting subdivision of this latter group at Minneapolis is the scalper. A car of grain is defined in this report as scalped when it has passed through the hands of one or more middlemen in the same market other than the consignee, prior to delivery on either a "to-arrive" or on a future contract, or prior to delivery to a concern or its agent engaged in storing, conditioning, converting, or shipping grain.

A substantial proportion of all the country grain received at Minneapolis has been thus scalped. In occasional instances cars have been scalped two, three, and four times on the same day. Nearly 10 per cent of the cars scalped on the tests made by the Commission in this inquiry were repurchased by the concerns to which these cars were originally consigned for sale. Generally speaking, the scalping middleman makes a profit by reselling the grain at a higher price than that paid, though in some instances he may either resell at the same price as he purchased or below that price.

Terminal Market Charges: Grain moving to the terminal market from a country elevator usually bears certain charges besides those of transportation. One of these charges is the commission paid the receiver as agent for disposing of the grain. Other charges include the fees for weighing, inspection, and the like. At Duluth it has been the custom for several years to levy so-called insurance charges upon consignors to cover an alleged liability for loss on grain after delivery at the elevators, but before unloading.

Financing Country Elevators: Taking the country generally, both the buying of grain by the country elevators and its movement to the terminal or other market are usually financed through regular banking channels. In the Northwest area, however, the commission houses at Minneapolis and Duluth largely finance the country elevator with the understanding that the financed elevator shall ship at least a considerable part of its grain to the financing house. At Duluth several of the commission houses have been accustomed to procure a large proportion of their funds from certain terminal elevators under similar understandings. In other words, it is understood that commission men, the agents of the seller, are to sell grain consigned to them to the terminal elevator advancing them funds.

Grain Stored in Terminal Elevator Operated by Dealer: Much of the grain which reaches the terminal market is stored either in the establishment of a miller, malster, feed manufacturer, or other converter or else in the terminal elevators operated by grain merchandisers. A large proportion of the terminal elevator storage capacity, aside from that of grain converters, is owned by railroads. Except at seaboard points, however, such storage is not usually operated by the railroads, but instead is leased to grain merchandisers. The rentals paid to the railroads by the lessees have frequently been very low. In addition the lessee concerns have often received remuneration from the railroads in the form of allowances for elevating grain, even though the bulk of such grain may have been owned by the lessee merchandisers in question.

One of the chief sources of profit of the elevator merchandiser is from the mixing of lower grade grain with higher grade. This raises the average grade of the grain and thus makes it possible for the mixer to procure a better average price for it. In thus raising the average grade some of the grain which was graded in the lower grades on inspection is mixed with the higher grade or grades and emerges in such higher grade or grades, and also some of the grain of the higher grade or grades which is mixed may emerge in a lower grade or grades. This last is not necessarily the case, however, since the result of the introduction of grain of a lower grade into grain of a higher grade may be merely to reduce the quality of the higher grade to the bottom level of the inspection requirements for that grade, that is, make the mixture what is commonly called "skin" grade. As an example of mixing results over a period of years the combining mixing operations of several elevators at Chicago showed that of the total grain received "in," 45.7 per cent was contract grade, i. e., Nos. 1 and 2 of certain varieties, while on the "out-turn" or grain leaving the elevators, 95 per cent of the total was contract grade.

Official Cash Closing Prices: Most of the terminal market exchanges issue official prices for cash grain. At certain markets the method of determining cash closing prices is by applying premiums or discounts at which cash grain is selling over or under the future, to the future closing quotation, in order to arrive at the cash close for the day. To use a hypothetical case, if the closing price committee (usually composed of three or four members of the exchange) finds that cash grain is selling at 2 cents under the future price, this discount would be deducted from the last future quotation, say \$1.27, giving \$1.25 as the cash closing price for the day.

A study of cash closing prices reveals the fact that these prices are much more frequently below than above the prices prevailing during the day. This the Commission believes to be partially due to the fact that members of the closing price committee are so frequently buyers, or else connected with houses directly or indirectly interested in buying, and that the price psychology of the buyer tends to be downward rather than upward.

Closing prices are, as a rule, used as basic prices for country purchasing. These quotations are printed in the various trade publications, by the newspapers, and otherwise. In the Northwest the closing prices are usually employed as a basis by the *Grain Bulletin*, a privately controlled price card service, sent each day to several thousand country elevators. This card service states a buying price for the elevators at each station; in other words, a price made up by deducting from terminal market prices the freight to the local station and a more or less arbitrary handling margin to cover the elevator's cost and profit.

The Commission believes that certain changes are desirable in the grain business, particularly at terminal markets. These changes call for:

- (1) Improved banking arrangements for the grain movement in the Northwest.
- (2) The elimination of financing of commission houses by terminal elevators wherever it may appear.
- (3) The operation of public terminal elevators by railroad companies as an adjunct to the transportation service.
- (4) Improvement in the methods of making up cash quotations.
- (5) The elimination or reduction of so-called insurance charges levied on county shippers at the Duluth market.
- (6) The adoption of some form of governmental supervision of privately issued country price reports of wide circulation such as the *Grain Bulletin* card.
- (7) The prohibition of cash grain scalping by concerns acting directly or indirectly as commission men or receivers.

FINANCING.

In the financing of the cash grain business improved banking arrangements are needed in the producing areas of the Northwest so that country shippers need not be dependent upon terminal market commission houses for their working funds. While, in other sections of the country, grain is financed through regular banking channels, the country dealer in the Northwest usually draws upon a commission house for operating funds and thereby becomes obligated to ship to this concern. This causes commission-house competition in financing as well as in the handling of grain, which in turn results in the assumption of heavy financial risks by the commission houses, and sometimes the acceptance of inadequate security for the funds advanced. It also probably tends to keep out of the commission business men with small capital or credit.

More over, the practice leads to a multiplication of solicitors and expenses, and thus has a tendency to create high commission rates. This is due not only to the fact that such financing requires extensive solicitation to secure the business in the first place, but also to the necessity of maintaining some check upon the subsequent operations of the financed elevators. As pointed out in Volume I, however, there is a great deal of evidence to indicate that in a large portion of the Northwest the elevators can borrow more cheaply from the commission houses than from the local banks. As long as this continues to be true, it is doubtful if any material improvement with reference to commission-house financing can be expected.

The financing of Duluth commission houses by terminal elevator operators tends to have a restrictive effect upon competition and should be eliminated. Commission houses are the agents of country elevators for the sale of their grain and as such it is their duty to obtain the best possible prices. Arrangements under which they turn over grain consigned to them to certain terminal elevators because of funds advanced are not conducive to free competition in the sale of grain nor presumably to the consignees procuring the best obtainable price therefor.

PRIVATE WIRES.

The private wire systems were established primarily for future trading, but in recent years have gone extensively into the cash business. The use of private wires in connection with this cash grain business has been bitterly opposed by many of the commission houses on the ground that where the country elevator receives market advice, together with baseball scores and other information, over private wires, it is influenced to give its business, both cash and future, to the house furnishing such service, while a firm carrying on an ordinary cash business can not afford the heavy investment required for even a comparatively small system of private wires. On the other hand, it is argued that the solicitation of consignments by wire houses, particularly at Chicago, counteracts to a certain extent the efforts of terminal elevator owners to buy directly from the country, and thereby tends to sustain the volume of sample selling on the exchange floor and so to increase competition among the purchasers of grain.

So far as the conduct of the cash grain commission business is concerned, the private wire is an expensive facility. Generally speaking, there is not in this business any such necessity for speed in handling the transactions involved, as in the case of future trading, and this is true even of the hedging transactions of country elevators. While, therefore, it may be that this is an economical method of handling grain purchases and sales, as long as cash and future business are combined and the speculative business takes care of the larger share of the expense, it by no means follows that this is true if private wires are employed for the transaction of only the cash commission business, including hedges. This would necessarily require sufficiently high commission rates to cover the entire expense of the facility and would probably tend to restrict the commission business to a comparatively few concerns possessing large capital.

REMEDIES FOR TERMINAL ELEVATOR SITUATION.

Grain merchandising on the part of operators of licensed public elevators appears to be contrary to sound principles of public warehousing leading to dissatisfaction and to ill feeling throughout the grain trade. This situation gives to the large elevator merchandisers practical control of deliverable grain at the terminal markets, facilitates the manipulation of futures, and has doubtless been at times responsible for the failure of the cash and future markets to move in harmony.

A possible remedy for the existing situation is to make it practicable for grain dealers not operating elevators to store grain in public elevators in competition with the big elevator merchandisers. To accomplish this would apparently require a reduction in storage charges. But the indications are that even at present storage rates a purely storage and transfer elevator can not be profitably operated at interior terminal points. This difficulty might be met in either of two ways. The railroads might be required to operate elevators for the convenience of their shippers; or the government, presumably the State government, might operate storage elevators at rates sufficiently low to permit dealers without elevators to compete with the elevator merchandisers.

It may be objected to proposed remedies that the operation of public warehouses by the railroads in such manner or at such storage rates as would restore the possibility of the utilization of public storage by cash grain handlers generally would involve a loss to the railroads. This is not a conclusive objection and may not really apply in the case of railroad operations. Railroad elevators are at present, and in the past have been leased to their operators at rentals often nominal and frequently insufficient to afford an adequate return on the investment.

[Continued on page 818.]

Ohio Grain Dealers Ass'n at Cedar Point

The 43rd annual meeting of the Ohio Grain Dealers Ass'n was called to order in the Convention Hall of the Breakers Hotel, Cedar Point, Wednesday, June 21st, at 11 a. m., by Pres. S. B. Swope of Lancaster. After singing led by Fred Mayer of Toledo the President called upon C. B. Jenkins of Noblesville, Ind., and H. W. Fish of Huntington, W. Va., for readings of encouraging words. Mr. Jenkins read the following prayer:

A BUSINESS MAN'S PRAYER.

"Teach me that 60 minutes make an hour, 16 ounces make a pound and 100 cents one dollar. Help me so to live that I can lie down at night with a clear conscience, without a gun under my pillow, and unhaunted by the faces of those to whom I have brought pain. Grant that I may earn my meal ticket on the square, and in earning it I may do unto others as I would have others do unto me. Deafen me to the jingle of tainted money and to the rustle of unholy skirts. Blind me to the faults of the other fellow, but reveal to me my own. Guide me so that each night when I look across the dinner table at my wife, who has been a blessing to me, I will have nothing to conceal. Keep me young enough to laugh with little children, and sympathetic enough to be considerate of old age. And when comes the day of darkening shades and the smell of flowers, the tread of soft footsteps and the crunching of wheels in the yard—make the ceremony short and the epitaph simple. 'Here lies a man.'"

Fred Mayer welcomed the dealers to Cedar Point and promised an early return of better business conditions.

A. B. Beverstock of Lexington responded and assured the dealers that the farmers were coming to a realization of the fact that specialization in the grain business is the only avenue thru which efficiency can be attained.

President Swope delivered his annual address from which we take the following:

President's Address.

I well realize my inability to entertain and educate you as has been our pleasure and privilege of the last few years as we have had for our President men that were college graduates and capable of delivering masterly addresses of much interest.

Since our last meeting we have encountered still farther declines and radical changes in the market fluctuation than we had expected then, but it is pleasing to see so many familiar faces and also some new ones still in line and attending the convention to renew old acquaintances and make new ones.

Our business as grain dealers is not far different from most other lines and is so closely related to the farmers it is hard to separate it in a diagnosis of the prospects. So many different angles of different businesses have their bearing on the grain trade that they must be taken into consideration along with our own when we aim to get a solution to most of the problems that confront us. The foreign trade of America has been a quandary to many of us. Our wheat has been taken liberally altho the price has not been what many hoped for.

The amount of corn exported has been very pleasing and possibly has been the one big factor in saving the large crop of 1921 from being marketed by the farmer at the very low prices which prevailed last fall at husking time.

One feature of the corn market which has been and still is quite a quandary to many of our economic students is the prevailing low price of corn compared to the price of pork. The farmers who were fortunate enough to raise hogs and market his corn crop through them has made a good price for his corn. Cattle feeders are now enjoying a profit on their investment providing of course they are not among the list that still have on hand cattle laid in at extreme high prices. These feeder problems do not interest the grain dealers in Ohio materially. But in sections where the feeder is a large buyer of corn and oats it has a material bearing on the market and must be taken into consideration.

Much is written and said about our readjustment of business and general prosperity of the country. To me the situation is one that the American people as a whole will have to get a different state of mind and forget the war time profits and way of living. The one difficulty we face is that what we now consider necessities of life were to us just a few years ago luxuries, or in other words our needs seem to be so much greater than they were a few years ago and as most economic problems are

one of education it is up to the people of this country to realize that we are not living for ourselves alone and that we must as citizens bear some hardships as we realize the other fellow has not all clear sailing.

When this spirit is more deeply set in business we will think this is a pretty good old world to live in after all.

Secy. J. W. McCord, Columbus, read the annual reports of the Sec'y-Treas., which follow:

Secretary's Report.

The work of the Association during the past year has not been of a constructive nature.

Our Ass'n, and in fact all other State Ass'ns, together with the National Ass'n, have been on the defensive, contributing our best effort, our resources, moral and financial, for the protection and preservation of time tried, well tested fundamental principles and practices of the trade, particularly the present marketing system.

The trade has been subjected to much proposed adverse and hostile legislation and investigation of a very destructive nature by Congress.

One result is sure to come in the end, and that is the "survival of the fittest."

FINANCIAL STATEMENT

for the year ending June 20, 1922.

RECEIPTS.

June 21, 1921—Balance on hand	\$ 840.26
Annual dues at \$10.00 each	\$2,010.00
Sale of 8 Directories	12.00
One year interest coupons on \$1,500.00 U. S. Treasury Certificates which matured June 15, 1922	\$2.50
One arbitration fee	20.00
Receipts for the year	2,124.50
Total	\$2,964.76

DISBURSEMENTS.

12 months office rent	\$ 84.00
44 weeks stenographer salary	440.00
Secretary's salary	500.00
Postage	53.00
Printing, stationery and supplies	104.56
Traveling and hotel	44.59
Telephone tolls and telegrams	4.41
Arbitration Committee (1 case)	18.00
Subscription to Traffic World	10.00
Dues 1 year U. S. Chamber of Commerce	10.00
Affiliations to Grain Dealers Nat'l Ass'n	108.00
Paid accrued interest purchase above \$1,500.00 U. S. Treasury Certificates	8.22
Disbursements	1,384.78
Balance on hand	\$1,579.98
Consisting of	
Cash in office	\$ 65.44
Cash in Nat'l Bk. of Commerce	510.60
\$1,000.00 U. S. Lib. Bond bot	
June 15, 1922, at \$99.94, paid	\$ 999.40
Plus commission	1.00
Plus accrued int., 1 mo.	3.54
(Carried as cash)	1,003.94
Total cash assets	\$1,579.98

The Treasurer's report was referred to the auditing com'te.

President Swope announced the following committees:

Resolutions: Edgar Thierwechter, Oak Harbor; E. T. Cusenbolder, Sidney; S. L. Rice, Metamora; A. H. Raabe, Ft. Jennings, and J. H. Motz, Brice.

Auditing: P. C. Sayles, Columbus; Omer Snyder, Columbus, and J. M. Pence, Jackson Center.

Nominations: Fred Mayer, Toledo; A. B. Beverstock, Lexington, and O. T. Teegarden, Duval.

Adjourned for luncheon.

Wednesday Afternoon Session.

Jno. H. Kraft, vice-pres. of the First Joint Stock Land Bank, Cleveland, in addressing the dealers on Financing the Farming Industry, said, The small banks of the country towns, who help finance the farming commu-

nitics, have small capital hence can not be of such help to large farmers who produce our surplus grain. The 10% limitation on banks makes it impossible for the country banks to be of much help to large farmers.

The joint land banks must be incorporated for \$250,000 and can make loans in but two states. They are privately owned and managed. They issue bonds and lend the proceeds to those engaged in agriculture. They can not lend to others.

I am opposed to the Government engaging in business, but I believe it is well to have government supervision. Much of our talk about class legislation for farmers is without justification, as many other lines have been benefited.

The co-operative marketing developments are doubtless the result of some abuses and while these may be remedied, the movement can not hope to succeed. Cooperative marketing schemes are a thousand years old, yet they always fail.

The old short term farm mortgage was never suited to the needs of the farmer, the farm loan banks make long time loans.

Many pointed questions were put to Mr. Kraft clearly showing that the grain dealers consider the land banks but one more act of class favoritism by the Government.

Chas. B. Jenkins of Noblesville, Ind., in discussing "When Chickens Come Home to Roost," quoted the story of the prodigal son, and scored the U. S. Grain Corporation officials, who inflicted unjust regulations upon the grain dealers and millers.

Mr. Kraft says there is need of government supervision, yet I want to tell you that my travels over the country have proved to me that the grain dealer and the miller of our country communities are the respected men, the helpful men, the leaders. They have been maligned and misrepresented by the muck-rakers until some unposted persons believe the false charges of the dishonest propagandists.

I want to tell you that managers of farmers' elevators of our country amazed the regular dealers by asking that wheat be bot on a margin of 15 to 30 cts. per bushel. No old-time independent dealer ever expected to get any such margin.

E. T. Cusenbolder, Sidney, in presenting Round Table Topics, said:

Stopping the Leaks.

When a captain at sea discovers a leak he soon realizes that if it is not stopped he will lose his job. Now this will also apply to elevator managers.

Our largest leak is caused by carelessness in our grading. Should we grade grain as carefully when we buy it as it is graded for us when we sell it? How many of us do?

The abuse of the credit system is the source of another important leak. Paying 7% for money for the accommodation of our patrons. Are any of you doing it?

Paying more for grain nearer to the elevator of your competitor than you are regularly paying for grain near your own elevator is sometimes expensive—causes a leak. How many of us are guilty?

Gambling with the elements or buying wheat and oats in the fields for distant future delivery usually results in a loss. Are any of you doing it?

How many of us have as good facilities, and take the same precaution in weighing grain to the car that we do from the farmers?

What margin should we have on Wheat?—on Corn?—on Oats? On Clover Seed?

There are other problems but the proper solution of these will help some.

If grain is bot, weighed and dumped with other grain without close inspection and careful sampling the shipper is sorely disappointed in the returns received from the terminal markets.

A little investigation among the grain dealers of our section disclosed the fact that all but one was lending money without interest. More evidence that we are a lot of dubs.

I am a stockholder of an old co-operative elevator and attended a meeting of stockholders. I told them that the longer the grain dealer stayed in business the poorer he became and those who dare to stick for 20 years go to the poor house or live on their relatives.

H. G. Dehring, Genoa: I believe that Federal grades and inspection has greatly increased the cost of marketing grain without any benefits.

Pres. Swope: I think the Federal grades has helped to educate the grower to a recognition of quality and it is easier for them to accept a discount for off grades.

Chas. Heigle, Leipsic: If dealers would put in a good cleaner and clean all the wheat before buying it, they would have less grief and surer profits. We have cleaned and loaded 5 cars of wheat in a day. All could do as much if they would install a first class cleaner. I doubt wheat can be safely handled on less than 7 or 8 cts. per bushel.

Adjourned to 10:00 a. m. Thursday.

Thursday Morning Session.

The third session was opened with singing led by Fred Mayer.

Sec'y J. W. McCord presented the following amendment to article II of the Constitution, which was adopted without discussion.

Sec. 8. Any member of this Ass'n who is a direct member of the Grain Dealers Nat'l Ass'n, who shall be expelled from the G. D. N. A. shall automatically stand expelled from membership in the Ohio Grain Dealers Ass'n. Any person, firm or corporation which shall have in the past been expelled from membership in the G. D. N. Ass'n shall not be deemed eligible to membership in the Ohio Grain Dealers Ass'n unless such person, firm or corporation shall have been reinstated.

Edgar Thierwechter, Oak Harbor, pres. of the Ohio Millers Ass'n in discussing The Grain Dealer and the Miller said:

The Grain Dealer and the Miller.

I am here as a Grain Dealer, and not as a Miller. My father was a member of this organization for 30 years and my training has been under him both as a grain man and a miller. Being an operator in both of these lines, I will speak of subjects which are common to both.

When Goldsmith said, "Ill fares the land, to hastening ills a prey, Where wealth accumulates and men decay," we presume that it was intended as a commentary on Babylon and Ancient Rome; yet the natural law that says an easy prosperity must be attended by selfishness and greed has not changed, and in the cycles of high and low trade movement that continues to characterize the progress of commerce and industry, evidences of malign human

influences that have destroyed civilizations are still discernible.

That inefficiency, lack of integrity, extravagance and selfishness are symbolical of the latter half of an unusual period of prosperity, and that they lay the foundation of the inevitable succeeding depression, is the assertion of Mr. Babson, whom we all know to be a practical and economic authority. Mr. Babson is confident that a moral and ethical turning point is at hand, the people will re-discover the benefits of fair bargaining and honesty, integrity, efficiency and mutual service, and that the whole broad compass of human relations will begin to show a marked improvement as compared with the past few years, constituting the most fundamental change of all in the adjustments of renewed prosperity now under way.

Because in our mental catalogs we habitually separate the moralistic from the practical it is a little difficult to grasp at once the economic significance of these ethical rehabilitations without which, Mr. Babson declares, there can be no sound and permanent recovery of business. Yet men of affairs who have had their share of experience during the peculiar period recently passed can testify to a certain widespread slackening of business morality, involving in many cases a very tangible economic loss to all concerned. Psychologists might explain this phenomenon by the fear motif, as in the memorable case of the cancellation epidemic; but the seeds of moral and economic laxity were obviously sown before that event in the rich soil of the seller's market. For a seller's market is in itself an abnormality, and industry is well rid of it.

It is fundamental that progress and the attainment of prosperity must necessarily be built upon struggles; ease never brought success and never can. And the thought of struggle itself is clean, for it is the desire to escape the iron of fair strife that lies behind all manner of devious practices. To inject a stimulating measure into industrial tissues has been the self-appointed task of thousands of speakers, editorial writers and slogan makers through the troublous period of the past year.

Conservative business executives whose long experience has carried them through other cycles of prosperity, depression and recovery, have sometimes been inclined to belittle the power of mere expressions of vim and vigor to recreate enthusiasm and force the acceleration of the rising movement. But the influence of the inspirational business messages, with its urge to drive, work long, work hard, is wholesome, if only in its reaction against the idea that prosperity can be obtained by any other method than hard work.

There is no doubt that the old standard virtues must gain the pedestal from which they have been unceremoniously thrust. The business relations can be uniformly and satisfactorily adjusted. Much evidence is gathering that the change is already in motion, and it is

not at all unlikely that the next few years will witness, as the pendulum swings, an extraordinary and almost exaggerated concentration of business thought on the practice of mutual service, trade co-operation, unselfish bargaining and rigid integrity.

When I speak of mutual service, I speak of the attitude which one person will have for another, and when prosperity comes, which I do not think far off, there will be a material change from what it was a year or so back. This change is now taking place, and we are about at the point where most of us are finding it to our interest to give service rather than show our selfish side. I think that we are all more disposed to give a fair bargain than to try to get the best of it.

We all know that selfishness, inefficiency, carelessness, and extravagance that has been characteristic of our late prosperity has brought in this period of depression, and that it must now give way to a spirit of honesty, integrity, efficiency and service, before business can move forward to better times. Can we not all help to hasten this period?

The improved status of agricultural commodities is at present psychological. The price of farm products has been very much depressed and while we have had a general rise in the values the past few months, they are not yet in proportion with that which the farm must be. Until the crops are harvested, the farmer will not have money to purchase things other than the most essential, and until that time we must consider him a most conservative buyer.

Taking everything into consideration, I cannot help but feel that during the balance of the year there will be another general price adjustment, with perhaps some improvement later. Competition will be keen, and we operators must strive to get our costs, and a few of us may not be able to stand the pace, but when all is said and done. I personally am very optimistic.

Ohio Flour: I wish to speak of a matter which I think is as vital to the grain operator as to the miller, and that is the attitude toward Ohio made flour which grain dealers as a whole have taken toward the Ohio millers. While driving through the country last week, I was much impressed with the number of elevators which have painted on their sides large signs advertising flour made by mills outside of the state of Ohio, and upon stopping in two particular places, the elevator did not possess even a sack of Ohio milled flour. When I asked the operator why conditions such as this existed, he stated that his trade wanted hard wheat, and he gave them what they wanted.

Do you not think this is a fine state of affairs when the farmers of Ohio, a winter wheat state, refuse to eat the product made from the grain which they themselves grow upon their own farms? Do you not think that the use of hard wheat flour by the farmer is caused by their ignorance of the real merits of soft wheat, and

Ohio Grain Dealers at Cedar Point Meeting.



Below: New Officers Ohio Grain Dealers' Ass'n. Left to Right, Director C. A. Hiegel, Vice Pres. S. L. Rice, Pres. E. T. Custenborder, Sec'y-Treas. J. W. McCord and Director Edgar Thierwechter.

through the indifference of the operators of our country elevators? You no doubt have many complaints about the price of winter wheat compared with hard wheats, but it is just such an attitude as this which makes a differential of about 50c per bushel in favor of hard wheat, a differential which is practically caused by the growers themselves.

I do not ask that they should use a soft wheat flour altogether, altho most of them were raised on it, and I know that it did not stunt my growth, but I do ask that they use a flour which contains a large percentage of it, and if they will do so, they will find that they can bake a better flavored, finer textured, and a whiter loaf of bread than can be baked out of any other kind of flour. The farmer is not to blame for this condition alone, and I do feel that the elevator operator carries a responsibility because it was through his lack of effort that this foreign flour was introduced.

The farmer is not to blame for this condition alone, because Ohio winter wheat, or I might say the flour made from Ohio winter wheat, has not received the due consideration from the Agriculture Dept. also the Agricultural Extension of our State University to which it is entitled. The Ohio Millers State Ass'n has at numerous times tried to get data from both relative to the uses of Ohio flour and I regret to state that for some reason or other they are not patriotic enough to support their native products, but seem to favor the use of foreign made flours to that of Ohio made, and have at times put out bulletins favorable to them.

I realize that all of us are influenced by propaganda and advertising, that we are all subject to the arguments of salesmen, but I do not think that we should be influenced by propaganda which is detrimental to our native state. The flour made from Ohio wheat is of superior quality and when properly handled, will produce a loaf of bread of unusual quality, a cake of whiteness and texture not obtainable elsewhere, and laboratory tests have afforded hundreds of concrete examples of this, and what is more, comparisons afforded by tests of hard and soft wheat flour have by no means all been in favor of the hard variety.

If the popular conception that the baking quality is always in proportion to the gluten content were correct, this would place the winter wheat flour out of the running entirely, but practical baking tests do not bear out this theory, because tests show that Ohio milled flour yields bread and cake that is equal to that of the average hard wheat flour in lightness and character of the crumbs, the reason being that the gluten of the Ohio Red Winter wheat flour is of unusual quality and stability, also that the flour is abundantly provided with those constituents which support a vigorous and healthy fermentation.

I wish that you help us in the sale of Ohio milled flour. I do not ask that you put yourself to any inconvenience to do so, but I do ask that you give it a 50-50 show with that of our competing states.

Chas. Quinn scored the representative of the First Joint Stock Land Bank for telling the Ass'n we have no such thing as class legislation. He cited many federal laws exempting certain classes from regulations which other citizens must heed. He showed up the vicious provisions of the new Capper-Tincher bill and traced the origin and growth of the army of county agents and scored the efforts of the agents in inducing the farmers to desert the problems of the farm to attempt to solve those of business.

The leaders of farmer agitators having worn out all other issues turned upon the middleman and for several years have been misleading the farmers in wild attacks upon a class of merchants who have done more to help the grain producers of this country than the agitators ever expected to do.

The National Ass'n raised and spent \$80,000 in a campaign to educate the farmers to a clear understanding of the vicious conditions of the contract offered by the U. S. Grain Growers Inc. We killed the movement.

The Interstate Commerce Com'n is trying to simplify freight tariffs so we can all determine the legal rate with accuracy. Shippers have suffered many losses from errors of railroad agents in quoting rates.

Fred Mayer regretted the small attendance and suggested the fixing of meeting dates longer in advance so time and place could be well advertised. He suggested the holding of the fall meeting at Lima.

Sec'y McCord favored holding the fall meeting at Lima the last week of October.

S. L. Rice, Metamora: Our county commissioner has announced that henceforth no public funds will be expended for county agents.

He says the agent is working for the Farm Bureau and should be paid by it.

D. R. Risser, Vaughnsville: I have here a copy of the Farm Bureau News which shows that all middlemen will soon be put out of business. The agitators come into our places of business and tell us we must sell out. We could help our cause by getting our side of the controversy in the daily papers and in the farm papers.

Edgar Thierwechter, chairman of the com'te on resolutions presented the report of the com'te. The officers, speakers and hotel were thanked and the following were adopted without opposition:

Resolutions.

Excessive Ground Rentals.

WHEREAS, The railroads of Ohio have been exacting unreasonable ground rentals for elevators located on railroad rights of way, as well as extortionate trackage and maintenance charges, and

Whereas, The Grain merchants of the State provide, maintain and operate depots for bulk grain and originate much freight for the rail carriers of the State without expense to them, be it

RESOLVED, That the Ohio Grain Dealers Ass'n in Convention assembled, protest to the Interstate Commerce Commission, to the Ohio Public Utilities Commission, and the officials of the various railroads, against the continuation of these unfair charges, and authorize the Secretary of this Association to employ counsel to fight the charges in the courts.

WHEREAS, The carriers under direction from the Interstate Commerce Commission, have published in their individual general re-consignment tariffs an amendment to Rule No. 12 providing that if a shipment or car has been placed at destination for unloading on a public delivery track but has not been unloaded or accepted by consignee or owner, the car or shipment may be diverted, reconsigned, or re-forwarded to points outside the switching limits of the billed destination on basis of the through rate from original shipment to the new destination plus a \$7 per car reconsignment charge, and

WHEREAS, An application of this rule as amended being restricted to only such shipments or cars as are placed for unloading at destination on a public delivery track, works a gross discrimination against similar shipments or cars placed for unloading at destination on private sidings resulting not only in exorbitant, excessive and grossly unreasonable freight charges, but in actual confiscation in many cases, and

WHEREAS, There exists no good reasons by which the carriers can justify the charges accruing through the application of the rule as amended to shipments or cars placed for unloading at destination on private sidings, either by service performed or otherwise,

BE IT RESOLVED, That the Ohio Grain Dealers Association in Convention assembled, emphatically protest against the provisions of the amended rule and that immediate steps be taken with the carriers themselves and the Interstate Commerce Commission to have the discrimination removed, and

BE IT FURTHER RESOLVED, That a copy of this resolution be sent to the proper representatives of the interested carriers and to the Secretary of the Interstate Commerce Commission.

State Police.

WHEREAS, The rural districts of this State are practically without police protection, and

Whereas, It is now practically unsafe to travel over our county roads safely at night, be it

RESOLVED, That this Association go on record favoring the establishment of the State Military Police.

Omer Snyder of the Auditing Com'te reported the books of the Treasurer correct and well kept, and its report was filed.

Fred Mayer of the Com'te on Nominations reported for Pres. E. T. Custerbolder, Sidney; Vice Pres. S. L. Rice, Metamora; Secy-Treas. J. W. McCord, Columbus; Governing Board, J. H. Motz, Brice; C. A. Hiegel, Leipsic; Edgar Thierwechter, Oak Harbor.

Adjourned *sine die*.

Convention Notes.

From Cincinnati came O. C. Hale.

From Fostoria came A. T. Ward.

O. P. Hall repled the E. A. Grubbs Grain Co.

Cleveland sent H. M. Strauss, J. C. Johnstone and Fred Abel.

H. W. Fish of Huntington, W. Va., came back to see his oldtime friends.

From Columbus came J. W. McCord, W. S. Cook, Omer Snyder, and P. C. Sayles.

Only one Chicago receiver was represented—J. Rosenbaum Grain Co., by T. E. Moran.

Buffalo's only representative, J. W. McConnell, of the McConnell Grain Corporation.

Pittsburgh sent R. A. Sheets of R. S. McCague Ltd., and J. A. A. Geidel of Geidel & Lubin.

Indiana was represented by C. B. Jenkins of Noblesville and J. V. Vining Taylor of Winchester.

Baltimore's delegation included G. A. Hax of G. A. Hax & Co., and E. H. Beer of Chas. England & Co.

A strong north wind drove the foaming rollers far on the beach and induced many to leave their bathing suits in their grips.

C. O. Garver, inspector for the Grain Dealers National Mutual Fire Ins. Co., was in charge of registration and badge distribution.

Ladies in attendance included Mesdames G. A. Hax, Fred Mayer, Edgar Thierwechter, J. Vining Taylor, W. S. Cook, J. A. A. Geidel and C. O. Garver.

SOUVENIRS distributed included Simplified Coat Hangers by O. W. Randolph Co., balloons by H. W. Devore & Co., spinning wheels by J. F. Zahm & Co., and pencils by McCord & Kelley.

Supplies in attendance included N. C. Webster and H. E. Broome, representing Richardson Scale Co., O. W. Randolph of O. W. Randolph Co., E. Lee Heideureich Jr., of the Burrell Engineer and Cons Co., and G. W. Donehoo repled the Sidney Grain Cleaner Co.

Toledo's delegation included C. E. Patterson of Jno. Wickenheiser & Co.; Geo. D. Woodman of H. W. Devore & Co.; G. A. Beeley repled C. A. King & Co.; E. L. Southworth, Kent D. Kielholz and Jno. L. Doering of Southworth & Co.; R. S. Burge of S. W. Flower & Co., Fred Mayer and Albert Lyon.

Ohio shippers in attendance included Geo. W. Atyeo, Norwalk; A. B. Bevenstock, Lexington; L. G. Bradstock, Wellington; D. W. Call, Norwalk; G. C. Cline, Ashville; Leo J. Cook, Monroeville; Wade H. Cook, Circleville; E. T. Custerbolder, Sidney; H. G. Dehring, Genoa; A. E. Eier, Vanlue; L. F. Hammon, Florida; Harry W. Heffner, Circleville; C. A. and Floyd Hiegel, Leipsic; A. Horn, Monroeville; Elias Hutton, Frankfort; F. A. Jenkins, Norwalk; J. L. Loudenslager, Tiffin; A. McDougal, Genoa; J. H. Motz, Brice; Rudolph Raabe, Ft. Jennings; J. M. Pence, Jackson Center; S. L. Rice, Metamora; D. R. Risser, Vaughnsville; J. A. Rupp, Elmira; C. W. Sifritt, Green Camp; S. B. Swope, Lancaster; Edgar W. Thierwechter, Oak Harbor; Ben Turner, Avery; H. W. Updike, Centerburg.

H. C. Dachsteiner, West Unity; A. H. Fuller, Spencer; A. R. Kerr, Belle Fontaine; S. Leatherman, Hoytville; W. F. Rutz, Okolona; Clark Stimmel, Hoytville; O. L. Todd, North Baltimore; C. C. Wolfe, Fremont.

Mexico's new import duty on corn of 28 cents per bushel, at first thought to be only temporary, has been made permanent.

A RULING adopted by the Board of Health June 13 states that on and after August 31, no flour bleached with any chemical agent, or product made from such flour shall be "brot into, held, kept, sold or offered for sale" in New York City unless labeled "bleached" with the name of the chemical agent used on the label.

WILL the fact that the farmer now has the means of keeping posted on the market up to the minute, cause him to speculate with the grain he has to offer? He has no business, with his limited knowledge of fluctuations, to play with the market, and after he has been burnt once or twice, it may be that he will quit. However, time alone can tell the tale.

Seed Trade Holds Interesting Meeting in Chicago

The 40th annual meeting of the American Seed Trade Ass'n was called to order shortly after 10 a. m., June 21, by Pres. L. L. Olds of Madison, Wis., in the Hotel Sherman at Chicago, Ill.

After an address of welcome by L. F. Owen of Chicago, several com'ite reports were presented, among them that of the com'ite on postal laws, by Chairman G. F. Bradley, of Cleveland, O., from which we take the following:

Postal Laws.

Will H. Hays, while Postmaster General, requested Congressman Steenerson of Minnesota to introduce a bill to restrict the use of the Special Delivery Service in connection with parcel post. Knowing that many of our members are called upon frequently to use special delivery if they are to serve certain customers, your com'ite immediately got busy and requested the entire membership to write to the various congressmen, requesting that this bill be defeated.

A number of other organizations similar to ours did the same thing and the result was that we still have the special delivery feature. Your com'ite wishes to thank those of our members who responded to our request for immediate action on this point. It seems that nearly every member helped us out by writing to one or more congressmen.

With the idea of liberalizing the conditions under which sealed parcels of fourth class matter might be accepted for mailing at fourth class rates of postage, Will H. Hays, then Postmaster General, issued order 6821.

It is now possible for us to completely seal our parcel post packages if we comply with the rules of the department by displaying on the address labels the description of contents of the package and the phrase, "Postmaster: This parcel may be opened for postal inspection if necessary," and the name and address of the company. The following form is suggested by the department:

Contents

Seeds

Postmaster: This parcel may be opened for postal inspection if necessary.

John Doe and Company
Smithville, O.

The above can be printed on the address label, the sealing tape or the container but it must not be used as an endorsement either in ink or rubber stamp.

In ordering your new stock of address labels for next year, be sure to have your return address at the top of the label instead of at the bottom as has been the custom for so many years. The Department makes this request, tho they have no power to enforce. If we co-operate as individuals it will speed up the handling of the mail and incidentally show your local postmasters that you sometimes do something besides kick.

Blank Space on Envelopes. Some of our members have not complied with the order of the Department requiring a blank space of 3½ ins. from the right hand side of the envelope in which our catalogs are mailed. Your local postmasters have been told to be lenient on this point so that we can use up any envelope bearing a border or other printed matter closer than 3½ ins. from the right hand side, which we might have had in stock. But some day soon, you will get a call telling you to get new envelopes conforming with the regulations. Take this tip and don't be caught napping.

Franking by County Agents: One member has complained about the use of the franking privilege by county agents when such agent is trying to sell for one of his clients, seeds which our member handles in that territory. Your com'ite has the complete lay-out as mailed by one county agent, including franked envelope. Our member felt that because the case in question was purely local, that perhaps it might not be well to stir up matters but this makes the county agent a competitor of the seedsmen and your com'ite feels that we have enough government competition in the free seed distribution without adding this franking graft.

WEDNESDAY AFTERNOON a garden seed session was held, Leonard H. Vaughan of Chicago reporting on the work of the "Garden Bureau"; Francis C. Stokes of Moorestown, N. J., on "Nomenclature and Registration"; and L. L. Morse of San Francisco, Cal., on "Vegetable Seed Growing in California."

In the evening the visitors went for a steamboat ride on the Columbia along the lake, stopping en route at the Municipal Pier, after which music and dancing was resumed.

THURSDAY MORNING the Ass'n went into executive session to hear the reports of Chas. D. Boyles of Chicago, chairman of the Legislative Com'ite, and Curtis Nye Smith, Attorney, Boston, Mass.

THURSDAY AFTERNOON the first speaker was Professor C. R. Orton, of the Pennsylvania State College, who has been scheduled for the day before, on "Seed Borne Diseases." As this was a joint session with the Seed Analysts Ass'n, Pres. Olds asked Dean F. W. Taylor, of New Hampshire Agricultural College, to preside as pres. of the Seed Analysts, and he introduced Professor Orton.

Professor Orton gave the losses to crop from seed borne diseases during 3 years past as follows, in bushels, wheat, 1918, 33,000,000; 1919, 192,000,000; 1920, 104,000,000; barley, 1918, 1,650,000; 1919, 1,050,000; 1920, 975,000; oats, 1918, 63,000,000; 1919, 78,000,000; 1920, 78,000,000; corn, 1918, 158,000,000; 1919, 200,000,000; 1920, 220,000,000 bus.

"Seed diseases spread anthracnose of beans and smuts of cereal crops."

Photographs of plants diseased with tomato blight were distributed among the audience by Professor Orton.

"The logical place to start is with the seed producing plot. All seed planted should first be disinfected and planted in clean, healthy soil. Your Ass'n can undertake this problem now, with the assurance of co-operation from the Crop Protection Ass'n."

Dr. E. H. Toole of the U. S. Department of Agriculture, Washington, D. C., used a paper on "Research and Seed Testing," uttering several self-evident truths, and said in part:

Johnson grass and sudan grass were indistinguishable at first. A careful study by Hillman showed differences that could be used in their separation; and the commercial seed analyst now makes this once difficult separation.

Peruvian alfalfa is well adapted to the Southwest, but is valueless in the North and Northwest. The dealer who wishes to furnish suitable seed to his customers determines the source of his seed by its content of weed seeds.

The recognition of the need of alternating temperatures was a great advance in the germination test. Certain samples of almost any seed may be unusually sensitive. Some samples will not germinate under the specified conditions tho full of life and vitality. We should recognize that all samples do not respond to the same test. We must not discard the sample because it does not germinate at once under the official rules for testing.

We can not treat all legumes by one rule. On Canada blue grass I feel in doubt on the tests. Two samples of the same germination test may not be of the same value for planting. The disease relation of the seed is of great interest to the seedsmen.

W. C. Pfander, Chicago, Ill., read a paper on the "Problems of a Commercial Seed Analyst" in which he recited the different requirements of state laws. Thirty-nine states have some kind of a law on seeds, but very few tests or weed counts are alike in the different states. There is no uniformity in the requirements as to labeling.

Leonard H. Vaughan limited his paper on "Safeguards in the Seed Business," to garden seeds.

Geo. S. Green, Chicago, delivered the fol-

lowing address on "Some of the Difficulties Field Seedsmen Encounter in Securing Clean Seed":

Difficulties in Securing Clean Seed.

In considering the difficulties of seedsmen in search of clean seeds, of course, one naturally thinks of the analyst, who so frequently, finds in our seeds, weeds which we did not know were there. Some of us are inclined to class the analyst with the pessimist who blew out the light which the optimist saw in the darkness, but which really was not there. We fondly hope that a certain lot of seed is as near perfection as care and machinery can make it—and then, along comes the killjoy analyst with his laboratory test showing one Canada thistle in a million seeds, more or less, and all our hopes are blasted. The analysts mean to be good fellows but they are so blamed particular, not to say fussy. I am, of course, only referring to the men. Far be it from me to intimate that a lady would be fussy. I have been married too long.

But seriously speaking, the most difficult problem in the application of seed analysis to the practical work of the seedsmen is the measure of exactness and purity which is possible considering the careless or even slovenly habits of Mother Nature in putting weeds where they are not wanted. I don't care to voice the supposed objections of seedsmen to a strict enforcement of seed laws, for indeed, I think that the average enforcement of seed laws has been far too lax. When I think of the abuses which still exist in states which have seed laws, I want more enforcement rather than less.

Methods and practices of recleaners of seeds have been very greatly improved under the stimulus of a more general demand for better seeds. It is now possible to remove by careful cleaning processes most of the weed seeds which are harvested with field seeds. Certain particularly troublesome weed seeds, such as buckhorn, Canada thistle and dodder, which are of about the same size and density as the seeds which contain them require special processes, machinery and skill for their elimination. In many cases, the best efforts of the experienced recleaner still leave a few of the objectionable seeds. It is the presence of these few seeds which causes the frequent difference of opinion between those who desire absolutely pure seeds for the farmer, and the seedsmen who undertake the actual task of furnishing pure seed. We all agree that the introduction into the soil of perennial weeds, such as Canada thistle, even in small proportion, thru seeding with grass seeds is most unfortunate. But the seedsmen's problem is to secure sufficient seed absolutely free from weeds to supply the requirements of his customers. Sometimes parcels of seed which are supposed to be entirely free from certain noxious weeds prove to contain an occasional seed of the prohibited weed. Shipments of high grade seed have been refused and returned to the recleaner with considerable expense and loss, because of the supposed presence in the bulk of an occasional noxious weed seed, none of which could be detected upon repeated laboratory tests, even tho the quantity of seed examined was over fifty times the quantity ordinarily used for purity analysis. Circumstances such as this, increase the risk and total cost of doing business and the seedsmen justly thinks there should be some margin of tolerance which will protect honest intent and yet not encourage evasion of law.

I believe the enforcement of seed laws should properly regard the character, intention and the average performance of the recleaner and distributor of seeds. The man who habitually takes advantage of a margin of tolerance to label seeds with higher percentages of germination or purity than actual tests show, should be exposed; while the well intentioned seed dealer should not be punished for those occasional instances of variation in tests which all analysts know to be unavoidable.

Among the serious practical difficulties encountered by the recleaners of seeds may be mentioned:

The comparatively small percentage of seed which is harvested free from weeds.

The want of care upon the part of farmers and country shippers to keep various lots and qualities separate.

The desire on the part of the farmer to harvest all the seed possible from his field regardless of whether some parts of the field may have been infested with noxious weeds.

The fact that one process of cleaning or one machine is not sufficient to remove all kinds of weeds. Many processes and many different types of machines are needed in a modern seed cleaning plant.

The variation in relative size and density of field seeds and the weeds which they contain, so that a process which will perfectly clean one parcel of clover from a certain weed seed fails to produce satisfactory results in cleaning another parcel of seed of the same variety containing the same weeds.

And perhaps most important of all, lack of proper application of good judgment and diligent effort to the work. In other words, too much dependence upon machine methods which

should often be varied greatly to secure the best results.

Much could be said under each of the above headings but one cannot include a manual of seed cleaning within the limits of a paper of this kind. Furthermore, after years of experience and study, I find so much yet to be learned that I am hesitant to try to instruct others. However, it may be said that perfection is not at present attainable and both seedsmen and analysts will have to be content with honest endeavor and gradual improvement. These can be attained and notwithstanding many bad spots in the trade, I think we have much cause for hopefulness as to the future.

If some pressure could be brought to bear upon the producer of seeds so that the recleaner can purchase more liberal quantities of reasonably clean seed, this would help to solve some of our problems. Farmers should be taught that it is not good public policy nor good for their own pocketbooks to harvest weedy portions of their fields and mix the seed with good clean seed from other portions of their land. County assemblers and shippers of carlots of seed should be taught to exercise more care to keep separate, different qualities of seed, so that when the seed reaches the recleaner, weedy seed need not be mixed with good seed.

It is, of course, practically impossible to apply careful methods of seed analysis to each separate bag of seed received by recleaners. The cost would be prohibitive and the results would be disappointing because one-half bushel of seed containing certain noxious weeds which might easily escape reasonably careful examination with a seed trier, would spoil the purity of a comparatively large parcel of seed with which it might be mixed. It is true that certain sections are practically free from certain noxious weeds and the well informed seedsmen knows where these sections are and can usually succeed in buying moderate quantities of seed which will suit his customers, but the competition for such seed is always keen and, generally speaking, there is not enough of it to go around and of course there is always the possibility that some country shipper in these favored sections will purchase seed at a lower price, which has been produced in some other section to ship with his local seed. The making of satisfactory grades by selection, requires eternal vigilance and the perfected cleaning operation requires extraordinary care and good judgment. My belief is that such work is not well enough paid under present commercial conditions. It is the belief of leading seedsmen who handle field seeds, that if profits from market changes were eliminated, no large field seed house could make its expenses from merchandising or turn-over profits. This condition tends to accentuate speculation in seeds at the expense of thorough methods of recleaning and merchandising, and it seems to me that this condition is largely due to the fact that the farmer is not well enough advised by county agents and agronomists generally, as to the value of the services of the thoroly well equipped recleaner of seeds.

The farmer is, frequently, encouraged to buy direct from producing districts where cleaning facilities either do not exist or are quite inadequate and imperfect, and we frequently find men who pose as agricultural leaders, encouraging the sale of seed from farmer to farmer, or from county to county, regardless of the fact that this same seed could be made much more useful and safe if it were shipped to a well equipped seed cleaning plant for proper handling. Of course, I know that some country lots of seed are as pure as could be wished for, but on the average the output of a modern seed cleaning plant is far superior in quality to the seed which is sold without passing thru such a plant. I believe that analysts, agronomists and agricultural leaders in general, could render no greater service to agriculture than to lend their influence toward such methods of marketing and distribution in the seed trade, as insure a careful inspection and cleaning of all seed by people who have proper equipment and who are experienced in such work.

The efforts for direct marketing and the elimination of middlemen will result in a net loss to agriculture, if they do not recognize the place and service of the recleaner of seeds who knows his business and is willing to conduct it along proper lines.

I am very hopeful of the good to come from joint meetings of seedsmen and analysts, such as this—To understand each other's problems and to be willing to help solve them, will undoubtedly help to realize the promise of the slogan of the Wholesale Grass Seed Dealers' Ass'n, "Better Seeds—Better Crops."

The wonderful improvement in the average quality of the seeds now handled by the trade speaks well for the team work of the analysts and the Seedsmen's Ass'ns. Gradually misunderstandings and shortcomings will be eliminated and American Agriculture will be permanently benefited by the work which now seems so difficult and imperfect.

W. L. Oswald, Chicago, gave an address on "Practical Co-operation between Seed Trade and Seed Analyst Ass'ns."

FRIDAY MORNING Pres. Olds announced that only 177 had registered, out of 250 required, for the reduced fare on the certificate plan.

H. H. Miller, Bloomington, Ill., chairman of the com'te on experiment stations, gave the results of a circular letter of inquiry addressed to the stations to learn of new varieties and what work they were specializing.

Alabama reported better results from hulled than from unhulled clover seed.

Delaware wrote that Reids Yellow Dent was the most successful corn.

Illinois reported that early and medium varieties of oats are superior to late varieties. Hard winter wheat of the Turkey variety is best for Northern and Central Illinois, and soft red best for the Southern part of the state. Democrat maintained its leadership as a chinch bug resistant variety of corn. Take-all had been proved to be due to soil infection.

Indiana was against Hubam clover, as no better than the biennial sweet clover.

Missouri reported Mikado and Morse were the best varieties of soy beans.

Pennsylvania: We have 10,000 acres growing our Pennsylvania No. 44 wheat, which yields 35 bus. per acre, against 31 bushels for its closest competitor.

Wyoming: Sunflowers will yield twice as much silage as corn on our high altitude farms. Mammoth and Russian are the best varieties.

J. E. Huber of the Argentine Government Department of Agriculture, was invited to address the dealers. He called attention to the fertile valleys in the Western mountains where delicious kinds of fruits unknown to North Americans could be found.

"Europe is the greatest field for the introduction of Indian corn from the United States, as yielding the greatest quantity of food per acre. Normandy can produce enormous crops of corn silage.

"The American varieties of corn will capture the German market in no time."

C. C. Massie, Minneapolis, Minn., reported for the com'te on seed testing apparatus and publicity, and said in part:

The Analysts' Ass'n has exhibited great

ability at its meetings in considering seed legislation. The subject of most vital interest appears to be prospective seed legislation. The right of a state law to authorize the seizure of seed has been a difficult question.

It is clearly illegal to report hard seeds as "non-germinable," and the analysts adopted a rule that hard seeds would be included, so that when the sample contained 85 per cent plus 10 per cent of hard seeds, the label would state, "Percentage of germination 95%; 10 per cent of hard seeds."

In 1924, a survey of all official laboratories will be made by the Analysts' Ass'n and a certificate will be given those competent. All others will be declared incompetent to execute the laws.

Mr. Green: The Virginia practice on hard seeds has not been in line with the ideas of the analysts.

H. G. Hastings, Atlanta, Ga.: In our state we have the Market Bureau State Reports. Georgia is perhaps the state worst afflicted with this 16-page want advertisement sheet. It carries a very large amount of seed advertising, circulating 100,000 copies once a week. The state has an appropriation of \$100,000 a year intended for some constructive work, but absolutely prostituted. Unless it is checked at the time it may grow into a form of state socialism.

The present Congressional free seed distribution began on a very modest basis. The original appropriation was \$1,000; now it is \$350,000. Politics is back of both. The Georgia list at one time had a subscription at 10 cents a year, but has dropped all pretence and is sent free. It is utterly unfair to the seed dealer who must pay for his advertising. What we object to is country merchants and brokers having their advertising done for them. We do not object to the farmers' offers.

Mr. Wheeler: If the seedsmen will produce better seeds than the farmer it will die a natural death. Leave it alone.

Frank Love: In the South Carolina sheet a railroad clerk who is not a farmer at all advertises to sell 8 kinds of cabbage; but he

[Continued to page 840.]



A.—Sample of Country Run Screenings Containing 37% of Wheat. [See facing page.]

Wheat Found in Screenings.

BY ROBERT H. BLACK, IN CHARGE GRAIN CLEANING INVESTIGATIONS DEPT. OF AGRIC.

Regarding the amount of wheat in screenings, we have found that the amount of wheat often removed with the screenings during the cleaning operations at country elevators is much greater than is generally supposed. Mr. C. R. Haller and myself have visited a large number of country elevators in Minnesota and the Dakotas during the past three years studying the various types of cleaning machinery in operation, and from the samples taken we find an average of about 17.8% of wheat in the country elevator screenings.

The amount of wheat represented by this figure is lost in so far as the producer is concerned and in most cases so far as the country elevator other than the line house is concerned. The independent and farmers' elevators receive at best only a screenings price for the wheat in the screenings, while the line elevators often ship the screenings separately to their own terminal elevators where they are further reclaimed for the wheat.

Records of the Minnesota grain inspection department show that the average dockage on the 127,976 carloads of spring wheat arriving at all Minnesota Inspection points for the year ending Aug. 31, 1921, was 4.57%. Much of the wheat in these 127,976 carloads had already been cleaned, but only in rare cases does the country elevator operator attempt to remove all the dockage, because two or three cleanings are necessary when using sieve and air machines to clean high-dockage wheat to a no-dockage basis. On the basis of the figures given above over 6,000,000 bus. of weed seeds, wild oats, and other foreign material was cleaned out of the wheat at country elevators in Minnesota, North and South Dakota during the crop year of 1920, and during this cleaning over 1,000,000 bus. of good, sound, marketable wheat was lost.

This does not indicate that grain cannot be successfully and economically cleaned at the

country elevator, but it does indicate that cleaning methods employed at many country points are not efficient.

The country elevator of average size is usually equipped with one receiving separator and in many cases with special types of grain cleaners in addition, nevertheless screenings taken from the cleaners at one of these elevators contained 50% of wheat, the largest part of which could have been saved by making adjustments of the cleaner.

The cleaning losses sustained by country elevators when poor cleaning results are obtained are due in the main to the sensitiveness of the cleaners which require adjustment of each lot of grain to be cleaned, and to the inexperience of the machine operator. Good cleaning results depend to a large degree on the ability of the man in charge of the cleaner to adjust it in the most efficient manner to the particular lot of grain to be cleaned.

There are two widely different types of cleaners most commonly found in the country elevator in the spring wheat section of the United States, (1) the ordinary type of sieve and air machine is the most common in the older houses and (2) the disc machine which is comprised of a series of discs mounted on one horizontal rotating shaft. The disc type of cleaner is rapidly supplementing sieve and air type machines for cleaning wheat because of the efficient manner in which it separates wheat from wild oats and wild peas, without the usual loss of wheat. It requires practically no adjustment or attention and occupies only a small amount of floor space. In addition to the two general types of cleaners, special cleaning machinery is often found in elevators located in the section of the country where cockle, kingheads and wild peas are prevalent.

Many of the terminal elevator companies who operate line elevators and have the screenings shipped to them from country stations have installed the disc type cleaner for separating wheat from the screenings on their arrival. The accompanying photographs clear-

ly show the efficiency of the separations made by the disc type cleaner on country run screenings at a local terminal elevator. (A) shows a sample of country run screenings containing 37% of wheat. (B) shows the two separations made by the disc cleaner. Attention is called to the clean wheat being entirely free from oats and other material, and to the screenings remaining after recleaning which contained only a very small percentage of finely broken wheat.

With the present strong demand for good clean wheat and the high freight charges which must be paid on dockage unless it is cleaned out of the wheat before shipment, it is advisable for the country elevator operator to clean his wheat carefully so that he can prevent losing wheat in the screenings.

Wholesale Grass Seed Dealers Meet.

The annual meeting of the Wholesale Grass Seed Dealers Ass'n was held June 19 and 20 in the Hotel La Salle, Chicago, Ill., with a very full representation of the membership.

Clarence K. Jones, acting sec'y, read the minutes of the meeting held at Toledo, O., January 26. Mr. Jones reported a very substantial balance in the treasury.

A. E. Reynolds, Crawfordsville, Ind., chairman of the Legislative Com'te, made a report of work relative to the tariff on seeds.

A com'te was appointed to consider the employment of a paid sec'y to have headquarters in the middle states and expend the funds of the Ass'n, and to report to the midwinter meeting. This question will be decided by the board of directors.

E. F. Spear & Son of Paris, Ky., were admitted to membership. W. H. Morehouse & Co., the Churchill Grass Seed Co., and M. W. Jacot resigned.

Officers elected for the ensuing year are: Pres., Wm. G. Scarlett, Baltimore; vice pres., F. W. Kellogg, Milwaukee, Wis., and sec'y-treas., C. K. Jones, Baltimore.



B.—The Two Separations Made by the Disc Cleaner. [See facing page.]

Seeds

MADISON, WIS.—Dennis Bros., Dubuque, Ia., will open a branch office here.

OSBORNE, KAN.—Nielson & Dawson have opened a seed and feed store here.

DECORAH, IA.—The Adams Seed Co. failed with liabilities reported at \$200,000.

SPRINGFIELD, MO.—The Springfield Seed Co. has been chartered with a capital of \$90,000.

CORDELE, GA.—The Georgia-Florida Seed Co. has been adjudged bankrupt and its property ordered sold.

PHOENIX, ARIZ.—The Quick Seed & Feed Co. incorporated for \$200,000 by E. E. Quick and R. G. Baker.

ORLANDO, FLA.—The Dean Seed Co. incorporated with a capital stock of \$12,000. Officers are James L. Dean, pres., and T. E. Dean, vice-pres.

HELENA, MONT.—The Western Seed Co. is building a seed warehouse here. It will be completed in time for the present crop of seed peas.

DES MOINES, IA.—The Grain Belt Seed Co. has been incorporated here for \$45,000. Incorporators are William Kooker, W. R. Ousler and Guy Adams.

CINCINNATI, O.—Robt. S. McCullough, pres. of the J. M. McCullough Sons Co., and son of the late H. B. McCullough, is engaged to be married to Miss Mildred A. Rogers.

NEW ALBANY, IND.—The Emery-Scott Seed Co. has purchased the four story brick building of John Shrader and improvements are expected to be made on it and the company installed by July 15.

BIRTLE, MAN.—A co-operative seed growing organization has been formed here for the purpose of selling seeds in car lots. Seed cleaning machinery will be installed, the seeds being standardized and then sold.

LANCASTER, PA.—The National Seed Co. here failed, there being no Lancaster Seed Co. at Philadelphia as recently reported. This is not the same company known as the Lancaster County Seed Co. of Paradise, Pa.

AGAR, S. D.—Farmers in this vicinity were given a quantity of hemp seed to test whether or not it can be grown commercially and be a success here. If it proves a success, efforts will be made to make it a permanent crop.

UNDER the recent decision of the Interstate Commerce Commission, all carriers thruout the United States will publish to become effective July 1, 1922, the 10 per cent reduction of seeds, in carloads and less than carloads.

THERE being a shortage of help to harvest the Kentucky blue grass seed crop, the chief of police of Paris, Ky., sent a request to the chief of police of Maysville, Ky., for fifteen negroes. They do not work for nothing, but receive \$3.50, board and lodging per day.

MYTON, UTAH.—Seed growers met here recently and established the Uintah Basin Seed Growers Ass'n. The ass'n intends to establish a cleaning plant at Myton which will have a capacity of 1,000,000 pounds. The building will be 100x50 feet and will cost, with equipment, \$10,000. It will be erected this summer.

A NEW HARDY variety of winter wheat is described by R. Summerby in *Scientific Agriculture*. It is Kharkof 22 M. C. and is a superior selection of Kharkof, sustaining an average of only 30 per cent of winterkilling and producing 44.5 bush. of grain per acre, compared with 65 to 93.5 per cent of winterkilling and 40 to 43.3 bush. from other strains of Kharkof. In variety tests during seven years, Kharkof was winterkilled an average of only 35.1 per cent, while Dawson Golden Chaff, Turkey Red and Red Velvet Chaff were winterkilled 55.2, 52.4 and 39.5 per cent respectively.

TOLEDO, O.—Absolutely nothing doing in futures or cash of timothy. Don't know whether it is because of so many seed men being in Chicago practically all week attending the annual convention, or whether it is because no one in the trade seems to think timothy futures a sale or a purchase.

About the only thing that has changed here lately is the price of bags. They have gone up 2 cents each.—J. F. Zahm & Co.

CHICAGO, ILL.—The resignation of the ancillary receiver of the Continental Seed Co. was accepted by Judge Ryner in court action here, upon the agreement of all concerned that the receiver's report was satisfactory and with the provision that objections can be entered within sixty days. The appointment of a new receiver will take place immediately. The seed company failed about two years ago with \$100,000 assets and \$1,000,000 liabilities, and was shortly thereafter absorbed by the Albert Dickinson Seed Co.

Seed Trade Holds Interesting Meeting at Chicago.

[Continued from page 838]

gets them all out of one bed. He does his business by using the state free seed advertisement.

Louis Reuter, New Orleans, La: I believe the matter could be handled better by the agricultural press.

A motion to leave the matter to be taken up by counsel with the Agricultural Publishers' Ass'n was adopted.

Jas. R. Howard, president of the American Farm Bureau Federation, spoke on "The Farmer and the Seedsmen."

"We want to know what we get; and we want what is advertised. We don't want too many varieties. We would rather have quality in seeds than superfluous pages in catalogs. I have made it a practice to buy only of well-known seedsmen."

The auditing com'te reported the accounts of the Seed Trade Ass'n and of the Garden Bureau to be correct.

The com'te on recommendations in the President's address suggested that as the publicity com'te of the Wholesale Grass Seed Dealers' Ass'n was already functioning, the American Seed Trade Ass'n work in co-operation with them.

Curtis Nye Smith stated that the supplements to the compilation of state seed laws would bring the information up-to-date of June 21, 1922. The Iowa law has been repealed and the members will tear out the old law and insert the new one.

Mr. Green: Would it be advisable to supplement the compilation with the state regulations.

Mr. Smith: The expense would be considerable, but the regulations are subject to too frequent changes.

Art. 2 of the by-laws was amended to declare "Our purpose to improve and perfect a standard of business integrity."

Mr. Condon, Rockford, Ill.: One com'te appointed at St. Louis failed to report. It was to urge Dick O'Bannon to incite another war in Europe so we could get more garden seed business.

Mr. O'Bannon said he had delivered the goods. "Look at the newspaper accounts of current events in Ireland."

In seconding the nomination of Alexander Forbes of Newark, N. J., for president, Mr. Woodruff made a witty reference to B. C.; A. D., and B. V. D. (Before the Volstead Drouth), giving data on the 39 presidents the Ass'n has had in 44 years.

S. F. Leonard, Chicago, was elected 1st v.-pres.; Louis B. Reuter, New Orleans, 2nd v.-pres.; A. C. Kendel, Cleveland, O., re-elected sec'y-treas.

S. F. Willard of Wethersfield, Conn., was elected an honorary member.

Clifford Corneli of St. Louis was elected assistant sec'y at the munificent salary of \$1 a year.

J. C. Robinson and H. C. Hastings, who had been appointed to nominate the executive com'te and the membership com'te, reported, for the executive com'te, Mr. Forbes, L. L. Olds, Kirby White, C. C. Massie, John L. Hunt and Leonard Vaughan; and for the membership com'te, H. C. Hastings, Fred Mangelsdorf, Geo. S. Green, Burnett Laudreth and R. W. Pommer, who were elected.

L. L. Olds, retiring pres. was presented with a gold watch and chain on behalf of the Ass'n by Mr. Woodruff, who said: Some men come to this convention with their wives; some men come to have a good time; our attorney comes because he is paid for it; but Olds comes here to work.

Mr. Olds responded with feeling.

Invitations to hold the next annual convention at Knoxville, Tenn.; Omaha, Neb.; and Rockford, Ill., were received.

Adjourned *sine die*.

Seed Notes.

The Illinois Seed Co. kept open house in Parlor K.

E. T. Stanford represented the Stanford Seed Co., of Buffalo.

Kenton D. Keilholtz represented Southworth & Co., of Toledo, O.

O. T. Watts of Louisville, Ky., represented the Louisville Seed Co.

Ruth E. Evans represented the Whitney-Eckstein Seed Co., of Buffalo.

J. G. and C. P. Peppard represented the J. G. Peppard Seed Co., of Kansas City.

H. B. Courteen and W. H. Crossland represented the Courteen Seed Co., Milwaukee.

Albert J. and Fred W. Mangelsdorf of Atchison represented the Mangelsdorf Seed Co.

Wm. G. Scarlett, Donald K. Belt, Jesse L. Anderson and Wm. H. Mihm came from Baltimore.

R. S. McCullough and Daniel Carmichael represented J. M. McCullough's Sons Co., of Cincinnati.

The S. W. Flower Co., of Toledo, was well represented by C. S. Burge, J. A. Smith and R. S. Sheldon.

Julius Loewith, Inc., of New York was represented by J. Loewith, who was accompanied by Mrs. Loewith.

A model of the Special No. 132 Standard Grain, Seed and Bean Cleaner was exhibited by the Burch Plow Works, C. R. Beaver in charge.

At the annual banquet the evening of June 22 Clifford Corneli was toastmaster. Among the speakers were Professor G. H. Moulton of the University of Chicago and A. E. Brunker, of Chicago. Vocal and instrumental music enlivened the proceedings.

New members admitted at the meeting are American Seed & Seed Tape Co., Madison, N. J.; J. Bolgiano Seed Co., Baltimore, Md.; Southern Seedsmen's Ass'n, Montgomery, Ala.; Southern California Seed Co., Los Angeles, Cal.; Wetsel Seed Co., Harrisonburg, Va.; Wedge Seeds, Albert Lea, Minn., and Tobin Seed Co., Kansas City, Mo.

MAY WHEAT in Chicago is the highest priced wheat in the world, to this extent that wheat taken on delivery on May contracts cannot be sold at a profit anywhere in the world. And yet there is a multitude of longs, some large, some small, who in the aggregate have taken millions of bushels of wheat on delivery and who stand to take additional millions, believing as they must that some miracle is to happen to create a demand for wheat, or perhaps that more wheat has been bought than hedgers will be able to deliver and that in the scramble on the part of the hedgers to cover their commitments, a rise in price will result which will permit them to liquidate at a handsome profit.—Hulburd, Warren & Chandler.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Texarkana, Ark.—We have opened an office at this place to handle grain, millfeed, corn products and flour on a brokerage and commission basis.—Edwin Fore.

Fayetteville, Ark.—The Fayetteville Mercantile Co., dealer in hay and grain, has purchased property adjoining its establishment on which a flour and meal mill will be erected.

CALIFORNIA

Dixon, Cal.—The Dixon Farm Buro Exchange recently leased an office which will be used for grain marketing.

Lincoln, Cal.—The elvtr. being erected here will be operated by the California Farm Buro Elvtr. Corporation.

Salinas, Cal.—The elvtr. being erected here will be operated by the California Farm Buro Elvtr. Corporation.

Ord (Monterey p. o.), Cal.—Mail addressed to J. W. Halterman, who was reported as making plans for the erection of a grain warehouse here, is returned marked "Unclaimed."

CANADA

Grenfell, Sask.—The property of the Grenfell Mill & Elvtr. Co. has been sold.

Red Deer, Alta.—An elvtr. will be erected here by the Western Canada Flour Mills Co.

Cloverdale, B. C.—A feed mill and grain cleaning plant is being erected for the F. V. Surrey Farmers Co-op. Ass'n.

Toronto, Ont.—The Stratford Mlg. Co. Ltd. with headquarters at Stratford, has been reorganized as the McLeod Mlg. Co. and incorporated for \$100,000. The company will engage in the grain and mlg. business here.

Winnipeg, Man.—N. G. Breen has succeeded W. A. Matheson as general mgr. of the plant of the Lake of the Woods Mlg. Co. Mr. Matheson who has been connected with the company for nine years, will remain on the board of directors.

Pt. Arthur, Ont.—The Richardson Elvtr. is situated at this place where the extension lately mentioned in the Journal is being made and not at Ft. William, as previously reported.—James Richardson & Sons, Ltd., Chas. Cattanauch Supt. of Elvtr.—The extension mentioned here will consist of 1,500,000 bus. additional storage.

COLORADO

Lamar, Colo.—J. Glover Seevers has succeeded Lee Leatherman as mgr. of the plant of the Trinidad Bean & Elvtr. Co. here.

Crook, Colo.—A 15,000-bu. elvtr. has been erected here for the Lexington Mill & Elvtr. Co. by the W. H. Cramer Construction Co.

Ovid, Colo.—The Lexington Mill & Elvtr. Co. has completed its new 15,000-bu. elvtr. here. The W. H. Cramer Construction Co. did the work.

Matheson, Colo.—The Matheson Farmers Elvtrs. & Supply Co. was recently incorporated for \$50,000 by N. N. Bailey, A. W. Moody and Thomas Gammon.

Burlington, Colo.—G. A. Moss who has been in charge of the plant of the Farmers Equity Elvtr. Co. here, will hereafter be connected with the Equity Union of Kansas City, Mo., as grain solicitor, with this place as his headquarters.

Matheson, Colo.—The Conley-Ross Grain Co. of Denver, Colo., is planning to remodel and repair its elvtr. and new equipment which will consist of a 15-ton auto truck dump scale to be used in connection with a truck dump, new stand of legs and a Hall Distributor, will be installed. W. C. Bailey & Son have the contract.

Ordway, Colo.—Fire, believed to have started from lightning, damaged the elvtr. of the Morrissey-Hoffman Trading Co. The loss, \$7,000, is partly covered by insurance.

Peetz, Colo.—The Nebraska-Colorado Grain Co. has torn down one of its elvtrs. here after erecting a new one last year, and the material will be used in the construction of an elvtr. by the same company at Simla.

Elbert, Colo.—The Sterling Lumber & Investment Co., locally known as the Elbert Lumber Co., is installing a Richardson Automatic Scale and rebuilding the elvtr. leg, increasing the capacity. Contract has been given to W. C. Bailey & Son.

Amherst, Colo.—O. M. Kellogg Grain Co. is having a 25,000-bu. ironclad cribbed elvtr. erected, contract having been let to the Star Engineering Co. The plant will be equipped with a 15 h.p. type "Z" F-M Engine, air dump, 1,500-bu. per hour Richardson Automatic Scale, a 600-bu. per hour Eureka Wheat Cleaner, steel manlift, chain drive to the head and exhaust fan located at the head.

Denver, Colo.—We were compelled to give up the idea of building the terminal elvtr. in Denver which was contemplated some months ago. The abandonment of this contemplated building, however, is to our minds only temporary, as we hope to go on with it eventually or just as soon as conditions are such that we feel warranted in doing so. We have let contracts for an elvtr. and warehouse at Holyoke, a 30,000-bu. concrete elvtr. at Cheraw, and elvtr. and warehouse at Wellington (locally known as Ft. Collins Flour Mill), an elvtr. and warehouse at Monument and Winona, Kan., and at Haxtun, Colo.—Colorado Mill & Elvtr. Co., O. L. Malo, vice-pres.

IDAHO

Cottonwood, Idaho.—B. A. Baerlocher has been named receiver of the Cottonwood Mlg. & Elvtr. Co.

ILLINOIS

Williamsburg, Ill.—Work has been started on the elvtr. of R. E. Bowers.

Bloomington, Ill.—Mail addressed to E. J. Rose, a broker, is returned marked "Removed."

Viola, Ill.—The Farmers Grain & Supply Co. recently purchased the elvtr. of the Viola Oil Co.

Leverett, Ill.—The elvtr. of A. J. Flatt & Sons which was burned on May 25, will be rebuilt.

Filson, Ill.—John Watson of Arcola has succeeded Loren Hall as mgr. of the elvtr. of Wells Bros.

Chatham, Ill.—Mgr. Waddell is now in charge of the Chatham Elvtr. Co. having succeeded H. C. Harms.

Donnellson, Ill.—The plant of the Farmers Elvtr. Co. was robbed on June 9 of some papers and one dollar.

Laura, Ill.—G. F. Bridson has succeeded W. M. Magnusen as mgr. of the Laura Farmers Co-op. Elvtr. Co.

Decatur, Ill.—The American Grain Co. is now out of business. It has sold most of its elvtrs. and leased others.

Collison, Ill.—Lightning struck the elvtr. of Davis Bros. & Christian on May 28, but the fire loss was slight.

Malta, Ill.—George Kittleson has been temporarily succeeded at the elvtr. of George Oilman by S. S. Plapp.

Ridgefarm, Ill.—A new cob house, scale house and office have been erected by the Co-op. Grain Co. at its elvtr. here.

Downs, Ill.—The 100,000-bu. elvtr. here owned by Hasenwinkle-Scholer Grain Co. of Bloomington which is being remodeled by the P. F. McAllister Co. will be used as a transfer house. New scales and power shovels are being installed.

El Paso, Ill.—John Kinsella, formerly in the grain business here, has discontinued.—White Elvtr. Co., Percy Kingdon, pres.

Hillsboro, Ill.—The Equity Elvtr. Co. will install a 10-ton Fairbanks-Morse Auto Truck Scale and plans to rebuild the dump and make other repairs.

Hillsdale, Ill.—J. E. Bryant has succeeded C. A. Fisk as mgr. of the Hillsdale Co-op. Elvtr. Co. Mr. Bryant was formerly connected with Butzer & Bryant.

Germantown, Ill.—Henry Schurmann, founder and pres. of the Hanover Star Mlg. Co. which company operated an elvtr. died the latter part of May at the age of 74 years.

Kaser Sta. (Carrollton p. o.), Ill.—I have assumed the management of the Kaser Co-op. Co.'s elvtr. I have been with V. C. Elmore at Barrow for the last four years.—W. E. McLane.

Griggsville, Ill.—Work has been started on the elvtr. of the Farmers Elvtr. Co. here, and it is expected to be in readiness in time to take care of this year's crop. The building will be 67 feet in height.

Lostant, Ill.—The H. W. Linder Grain Co. will do some extensive repairing on the elvtr. and install some machinery.—H. W. Linder. (This company was incorporated for \$16,000 a short time ago.)

Chenoo, Ill.—Rufus Muchler of this place has bot our elvtr. at Ocuya and will enter the grain business on his own account. We will continue to handle our elvtrs. here and at Ballard.—Boughton & Harlan.

La Rose, Ill.—Davis Bros. & Hyde will succeed Davis Bros. & Stevenson July 1, Mr. Hyde of Smithshire taking my interest and becoming mgr. I am retiring on account of my wife's health.—G. T. Stevenson.

Emington, Ill.—Wm. Robinson recently purchased the interest of Messrs. Drew and Hargreaves in the elvtr. of Robinson, Drew & Co., and hereafter the business will be known as the Robinson Grain Co. Horace Robinson has retained his interest.

St. Charles, Ill.—G. L. Marshall & Co. recently incorporated for \$40,000 to deal in grain, flour, feed and building materials. Incorporators: G. L. Marshall, Robert Colson, Z. H. Pilcher, Harry Gustavson and W. P. Lillibridge. The elvtr. of Mr. Lillibridge was burned last March, incurring a loss of \$2,500.

Adair, Ill.—The elvtr. being erected here by Bader & Co. will have a capacity of 40,000 bus. and will be of concrete. It will be equipped with Richardson Automatic Scales, F-M Motors, Fairbanks-Morse Auto Truck Scales, Western Manlift and Transmitting Machinery and truck dump. The Reliance Construction Co. has the contract.

Decatur, Ill.—We have disposed of our business here to the P. H. Sproat Co., which has been conducting a flour and feed business and is adding our grain business to its already established line. E. J. Kleimer, formerly with the Harrison, Ward Co., will take active charge of the grain department.—D. M. Cash Grain Co., per D. M. Cash.

Cerro Gordo, Ill.—At a special meeting of the village board held here recently, the proposition of moving the office and scales of the Cerro Gordo Co-op. Grain Co. and the opening of the right-of-way for the hard road was discussed. The village expected to pay half the expense which was not to exceed the sum of \$600, but the moving had to be done within 20 days. Since then, the grain company has refused the invitation to move and has made a counter-proposition which does not suit the village board. The matter will probably be taken up in court in an endeavor to force the removal of the grain company's office.

Easton, Ill.—The case of the Easton Farmers Grain Co. against the Fernandes Grain Co. was on trial June 6 in circuit court. The Fernandes Co. was sued for \$20,800 damages said to have been sustained thru dealings in futures. The Easton Co. bot grain for future delivery and reverses of the market resulted in heavy losses. The company later claimed that it was gambling on futures and such transactions being illegal the losses were open to recovery under the state gambling act. The defendant declared that the deals were made in good faith and that it had no way of knowing that the Easton Co. was gambling or hedging on futures; that they were ready to deliver the grain contracted for. Judge Lorman Jones directed the jury to decide against the Easton Co., stating that there were no grounds for the suit.

Donnellson, Ill.—The Donnellson Farmers Equity of which J. M. Hampton is mgr. has installed a 10-ton auto truck scale.

Hillery (Danville p. o.), Ill.—I am trying to get a lease from the railroad company; if I do I am going to move my grain house on the track and install machinery and make an elvtr. of it.—Fred W. Oakwood.

Delavan, Ill.—Wayne Bros. Grain Co. and W. J. Culbertson have merged their several elvtrs. into the Wayne-Culbertson Grain Co., Inc., with their principal office here.—E. M. Wayne. (Elvtrs. of Culbertson and Wayne Bros. are located at this place and at Winkel.)

CHICAGO NOTES.

Geo. B. Jennings, employed in the office of Bartlett, Frazier & Co., dropped dead at 6:20 p. m., June 17.

The offices of the Nash-Wright Grain Co., formerly in the Postal Telegraph Bldg., have been moved to the Board of Trade Bldg.

A. B. Stoddard, C. H. P. Yallalee, J. J. Jay, Homer Dewey and M. E. Tracy have been elected to membership in the Board of Trade.

Charles H. Wade, who has been in the grain business for more than thirty years and a former member of the Board of Trade, died June 15.

Cross, Roy & Saunders will take over the business in futures of McCarthy Bros. Co. on July 1. S. C. Harris, vice-pres. of the latter company, has been elected 2nd vice-pres. of Cross, Roy & Saunders.

Frank R. Pardridge, well known on the Board of Trade here, and one of the leading brokers for the late Edwin Pardridge, died June 12 at his home in Pasadena, Cal., at the age of 50 years. Mr. Pardridge was at one time connected with the Armour Grain Co.

J. W. Radford, recently with the Updike Commission Co. and for 28 years with the Pope & Eckhardt Co., has severed all connection with the grain trade and moved to California for the benefit of his wife's health. His host of friends in the trade regret to see him go but surely wish him every pleasure and benefit obtainable in the millionaire's playground.

Supplementing former rulings relative to carlot deliveries, the warehouse com'tee of the Board of Trade now rules that the party taking the delivery of carlots must assume the current rate of demurrage or car service assessed by the railroad company on the particular car or cars at the time of delivery and during the period that such car or cars are held unordered.

The Ecker-Rissman Grain Elvtr. Co., Inc., recently incorporated for \$200,000 to do a general grain elvtr., storage and warehouse business. Incorporators: J. L. Rissman, George Ecker, Harry Levey and Mrs. George Ecker. This company recently purchased the 800,000-bu. grain elvtr. of the American Malt & Grain Co., together with adjoining property on which an ice plant will be erected.

The personnel of the officers of the Quaker Oats Co. has been changed as follows: Pres. H. P. Crowell has been elected chairman of the Board of Directors, and John Stuart, formerly vice-pres. of the company is now its pres. W. E. Suits has succeeded G. H. Gross as mgr. of the feed department. Directors have also voted to resume dividend payments on common stock which procedure was discontinued in April 1921, at 8% per annum and the first payment will be made on July 1.

INDIANA

Foraker (Wakarusa p. o.), Ind.—D. M. Firestone is planning the erection of an elvtr. here.

Ft. Wayne, Ind.—I have taken the position of mgr. for the Indiana Feed & Seed Co. at this place.—Jay P. Strook.

Snow Hill, Ind.—The plant of the Goodrich Bros. Grain Co. is being equipped with electric power.

Treaty, Ind.—Charles Wimer has succeeded George Miller as mgr. of the elvtr. of the Farmers Co-op. Co.

Franklin, Ind.—Harrison Wise has been succeeded by Jacob Sharp as mgr. of the Farmers Grain & Coal Co.

Denver, Ind.—The Mayer Grain Co. is equipping its plant here with electric power, and installing new attrition mills.

Griffin, Ind.—A. Waller & Co. of Henderson, Ky., recently sold their elvtrs. at this place and at Hovey (no p. o.) to the Price Elvtr. & Grain Co.

Indianapolis, Ind.—The Farmers Terminal Grain & Feed Co. is erecting a plant to cost \$15,000. An engine will be installed.

Stewart (Pence p. o.), Ind.—Earl Goodwine and Jesse Weaver have purchased and taken possession of the elvtr. here of the Seeger, Betts & Ward Grain Co.

Every grain dealer of Indiana is expected to attend the midsummer meeting of the dealers of the state in Indianapolis next Thursday and Friday, June 29 and 30.

Indianapolis, Ind.—H. Bates, Jr., has been succeeded as pres. of the American Hominy Co. by G. A. Chapman, formerly with the Quaker Oats Co. of Chicago.

Columbia, Ind.—W. H. Coolman, who has been in charge of the elvtrs. of the Crowell Grain Co. for seven years, has resigned that position to be succeeded by James Stump.

Manson, Ind.—The elvtr. of S. Van Steenburg of Frankfort has been purchased by Jordan & Wall of Colfax. The purchase was made thru Claybaugh & McComas.

Forest, Ind.—Frank Sellars & Son, who until recently have been conducting an elvtr. at Fairland, have purchased the elvtr. here of A. E. Betts & Son for the sum of \$27,500.

Washington, Ind.—We shall not rebuild the mill until after the season's rush is over.—Spink Mfg. Co. (The company's mfg. plant was burned in April incurring a loss of about \$40,000.)

Evansville, Ind.—Iglehart Bros. recently let contract for the erection of two 20,000-bu. concrete storage plants to be in readiness for this year's crop. The plants will be erected at Millers Switch and Stewartsville.

San Pierre, Ind.—The San Pierre Grain & Farm Supply Co. will take over the G. T. Morrow Grain Elvtr. (more recently operated as the Arndt Grain Co.).—Peter Kramer, sec'y, San Pierre Grain & Farm Supply Co.

Columbia City, Ind.—Jacob Postman recently sold his plant known as the Monarch Mills, which consists of a stock feed manufacturing plant, elvtrs. warehouses, coal yards and track-age holdings, to John W. Fairfield, who, with his two sons, will continue the business.

Frankfort, Ind.—Farmers who purchased the plant of the Fairground Elvtr. Co. owned by David Stewart, have incorporated for \$25,000, and are now operating under the name of the Clinton County Co-op. Elvtr. & Merc. Co. Regarding the report that Stanley A. Miller of Mulberry would have charge of the plant, Mr. Miller writes: "I did accept and agree to accept a place with the company but have not been able to go on the job so have asked them to relieve me."

IOWA

Vinton, Ia.—The elvtr. of J. K. Spike & Co. has been repainted.

Sutherland, Ia.—Kindly address me at this place instead of Primghar.—E. C. Propp.

Breda, Ia.—Repair work has been done on the engine of the Loeltz & Dozler elvtr. recently.

Boulton, Ia.—The O'Malley Elvtr. Co. has installed a steel Kewanee Truck Lift in its plant here.

Mt. Pleasant, Ia.—The A. D. Hayes Co. has installed roller bearings in its elvtr.—F. J. Conrad.

Palmer, Ia.—A steel Kewanee Truck Lift was recently installed in the plant of the Bencke Grain Co.

Traer, Ia.—Henry Smit of Stout has succeeded Will Young as mgr. of the elvtrs. here of the Farmers Elvtr. Co.

Faulker, Ia.—Alvin Feldt, who has been in charge of the plant of the Farmers Co-op. Elvtr. Co., has resigned his position.

Bondurant, Ia.—The Farmers Shipping Ass'n has let contract to the Younglove Construction Co. for the erection of a 15,000 bu. elvtr.

Murray, Ia.—The J. E. Boss & Son elvtr. was closed on June 24, to be reopened July 10, during which time repairs will be made on the plant.

Havelock, Ia.—We intend putting in a new cup belt and cups in our elvtr. to increase capacity.—Farmers Co-op. Grain Co., J. L. Miller, mgr.

Dickens, Ia.—J. F. Jones formerly with the Pavik Grain Co. of Max, has succeeded E. P. Pierce as mgr. of the Dickens Farmers Elvtr. Co. Mr. Pierce has succeeded A. N. Moore as mgr. of the Farmers Elvtr. Co. of Ellsworth.

Granville, Ia.—The plant of the Farmers Elvtr. Co. was visited by thieves recently who opened the safe and helped themselves to about \$200 in cash.

Dumont, Ia.—Kindly change my address from Clarion to Dumont, where I will be located July 1, having bot the elvtr. from Gilchrist & Co.—E. J. Funk.

Cornell, Ia.—I have employed R. C. Felton as mgr.—F. G. Lyster. (Mr. Lyster recently purchased the elvtr. and lumber business of the Farmers Co-op. Co.)

Ft. Dodge, Ia.—The J. H. Teasdale Commission Co. recently opened an office here, with F. L. Doris, formerly with the Trans-Mississippi Grain Co. in charge.

Burlington, Ia.—Rowland Wiese, mgr. of the Trans-Mississippi Grain Co., whose headquarters are at Omaha, Neb., was married June 7 to Miss Bertha Wiemer.

Des Moines, Ia.—A. R. Petersen, formerly of the Quinn-Shepherdson Co. of Minneapolis, is mgr. of the recently opened office here of the J. H. Teasdale Commission Co.

Ruthven, Ia.—The elvtr. of the Wilson Grain Co., which was closed a short time ago, has been reopened and business will be conducted as formerly with R. J. Hughes as mgr.

Graettinger, Ia.—V. L. O'Connor, who has been in charge of the plant of the Farmers Grain Co. for the last decade, resigned this position recently, because of ill health.

Traer, Ia.—Henry Smit and Miss Grace Cordes were married June 8. Mr. Smit recently took over the management of the Farmers Elvtr. Co., as reported elsewhere in this column.

Pacific Junction, Ia.—In addition to other improvements, Frank H. Maxwell is having a Link Belt Distributor installed in his elvtr. The Younglove Construction Co. is doing the work.

Iowa Falls, Ia.—The J. H. Teasdale Commission Co. recently opened an office here with C. A. Livingston as mgr. Mr. Livingston was formerly with Lamson Bros. & Co. at Paxton, Ill.

Webster City, Ia.—In addition to new roofing and other repairs, a 40x40 foot addition is being erected adjoining the plant of the Webster City Elvtr. Co., which will be used for the storage of oats and corn.

Primghar, Ia.—A double Kewanee Truck Dump is being installed in the plant of J. S. DeVries, who recently purchased the elvtr. of Dozler & Morris. The Younglove Construction Co. is doing the work.

Oakville, Ia.—The elvtr. of the Farmers Grain Co. has been completely overhauled. Possession was taken May 1.—C. A. Johnson—Mr. Johnson bot the elvtr. from the Farmers Co. as reported, and will operate it as the Oakville Grain Co.

Randolph, Ia.—At a recent meeting of the stockholders of the Farmers Co-op. Co., whose elvtr. was burned recently, plans were made for the rebuilding of the plant. The structure will be cement on tile, and work will begin as soon as possible.

Lohrville, Ia.—Robert Hall was mgr. here until June 1 when he went with the Farmers Grain Co. of Webster City, Ia.—I am the mgr. now, formerly with the Farmers Union Grain Co. of Lake View.—E. C. Sherwood, mgr. Des Moines Elvtr. & Grain Co.—Original erroneous reports stated that Mr. Sherwood was mgr. of the Farmers Elvtr. Co.

Shenandoah, Ia.—Joseph Auracher has filed motion for a new trial since the jury awarded a verdict of \$1,000 against him to the Langenberg Grain Co. of St. Louis. The case grew out of shipment of five cars of corn, two years ago. The corn got hot, and when ready to be sold, it was graded No. 6 and Auracher had been paid for No. 3 corn. The plaintiff asked to be reimbursed to which Mr. Auracher declared that the corn delivered was No. 3 corn and had attention been paid to it on its arrival in St. Louis it would not have turned bad.

KANSAS

Traer, Kan.—Mail addressed to Mosher & Barry is returned marked "Removed."

Assaria, Kan.—We have just completed our new 25,000-bu. elvtr.—Farmers Mill & Elvtr. Co.

Assaria, Kan.—Elmer Trulson will have a 10,000-bu. elvtr. erected here to replace the one that burned some months ago. The plant is expected to be in readiness for this year's crop.

Salina, Kan.—The plant of the Taylor Mill Elvtr. Co. was slightly damaged by fire recently.

Cottonwood Falls, Kan.—Mail addressed to Detrick & Crook is returned marked "Unclaimed."

Salina, Kan.—Another room is being added to the Grain Inspection office in the Farmers Union Bldg.

Pawnee Rock, Kan.—Henry Wierauch will build an elvtr. on his farm which will have a capacity of 16,000 bus.

Hollis, Kan.—J. M. Bowersox has been succeeded as mgr. of the elvtr. of the Duff Grain Co. by John Brighton.

Hope, Kan.—The old Santa Fe elvtr. has been taken over by J. F. Weber & Co. of Kansas City, Mo.—Emil Brenner.

Lincoln, Kan.—Milford Linker has been succeeded as mgr. of the elvtr. of the Robinson Grain Co. by Glenn Roers.

Silver Lake, Kan.—I took charge of the Silver Lake and Grove, Kan., elvtrs. June 21.—H. B. Dougan, mgr. J. H. Dougan & Son.

Cuba, Kan.—Mail addressed to J. F. Gregory & Son, who were reported as having bot an elvtr. here, is returned marked "Unknown."

Vermillion, Kan.—An elvtr. having the capacity of 10,000 bus. will be erected for R. F. Smith on the site of the old one recently torn down.

Riverdale, Kan.—The Red Star Mlg. Co. of Wichita has opened up its new station here and will be ready to handle the new crop.—Leo Wilson.

Putnam (Sedgwick p. o.), Kan.—The Putnam Local Wheat Growers recently purchased the elvtr. of C. M. Warkentin who will continue to operate it.

Stockton, Kan.—The Bigge-Graham Elvtr. Co. whose plant was burned recently was being operated by E. F. Jones, and not Messrs. Bigge and Graham.

Wichita, Kan.—C. O. Avey, mgr. of the Wichita office of the John Hayes Grain Co., has resigned that position, his resignation to become effective July 1.

Paola, Kan.—The mill and elvtr. of the Paola Mill & Elvtr. Co. was burned June 11, incurring a loss estimated at \$75,000 which is partly covered by insurance.

Iola, Kan.—Walter Lamb has succeeded Willis Peru as mgr. of the Newton Mlg. & Elvtr. Co.'s branch office here. Mr. Peru has located in Blackwell, Okla.

Hopewell, Kan.—George Cooper, formerly mgr. of the Kansas Grain Co. of Macksville, has accepted a similar position with the Farmers Elvtr. Co. of this place.

Haddam, Kan.—The Haddam Co-op. Elvtr. & Supply Co. recently incorporated for \$20,000. Incorporators: J. F. Morey of Narka, W. A. Dart and S. E. Church of this place.

Great Bend, Kan.—R. C. Meade recently became assistant mgr. and sales mgr. of the Moses Bros. Mills. He was formerly with the Ismert-Hincke Mlg. Co. of Kansas City, Mo.

Freeport, Kan.—Charles Burlie of Anthony has purchased the elvtr. of O. T. Haun and has already moved here and taken charge of the plant. O. T. Haun will locate at Wellington.

Varner, Kan.—The elvtr. being erected here on the site formerly occupied by the Farmers Elvtr. Co. whose plant was burned, will be owned by Collingwood Bros. of Pretty Prairie.

Olivet, Kan.—The business that was recently purchased by C. S. Petty and R. R. Watson will be conducted as the Petty & Watson Grain Co. and not Petty & Watson as originally reported.

Wichita, Kan.—We discontinued our office temporarily about two months ago; reopening or reorganizing arrangements are not yet completed.—Anchor Grain Co., by E. M. Flickinger.

Macksville, Kan.—O. R. Galloway has succeeded George Cooper as mgr. of the Kansas Grain Co. Mr. Cooper will hereafter be connected with the Farmers Elvtr. Co. of Hopewell.

Wright, Kan.—I will handle the interests here of the C. D. Jennings Grain Co. which recently purchased the elvtr. formerly owned by the Dodge City Alfalfa Mlg. & Supply Co.—G. A. Knapp.

Wichita, Kan.—F. C. Dymock of the Armour Grain Co., who has been ill for some time, underwent a major operation here recently. Mr. Dymock had been improving in health and had been spending a few hours each day at the office, but he was again taken ill.

Alta Vista, Kan.—George Hauserman has been elected to succeed H. H. Peterson as mgr. of the Farmers Union Elvtr. Co. Mr. Peterson has taken charge of the Robinson-Wyatt Grain Co. plant at Dwight.

Great Bend, Kan.—Edward W. Moses, one of the organizers of the Moses Bros. Mill & Elvtr. Co., a branch of the Kansas Flour Mills Co., died June 9 at the age of 66 years, from hardening of the arteries.

Hutchinson, Kan.—E. E. Shircliffe was recently elected pres. of the Board of Trade. The Board will be the host at a group meeting to be held on June 27 at Hutchinson by the Kansas Grain Dealers Ass'n.

Manhattan, Kan.—E. H. Fielding of the firm George T. Fielding & Sons died June 14. The firm had only recently been divided, and E. H. Fielding was to continue the wholesale grain and seed business with his brother.

Saxman, Kan.—The Guarantee Title & Trust Co. of Wichita recently bot the plant of the Leonard Mill & Elvtr. Co. at a sheriff's sale on June 12 for the sum of \$58,000. The plant will be put in operation under a lease.

Sand Springs (Abilene p. o.), Kan.—The grain elvtr. here is nearing completion and will be ready for operation by July 1. No company is being organized, as reported. Am building it as a private business.—Sommer Grain Co., D. Sommer.

Abilene, Kan.—H. D. Bartlett has been succeeded as mgr. of the Mid-West Mlg. Co. by L. L. Peters, who takes charge July 1. Mr. Peters was at one time connected with the Alva, Okla., branch of the Kansas Flour Mills Co. as mgr.

Wright, Kan.—Our contract was let to the Star Engineering Co. for a 17,500-bu. elvtr. equipped with a cleaner and two motors and ironclad. Was completed June 1. Fred L. Doll is mgr.—Wright Co-op. Exchange. (This new building replaces the one that was burned the early part of the year.)

Pawnee Rock, Kan.—L. R. French, who has been mgr. of the Farmers Grain, Fuel & Live Stock Co. for 15 years, has resigned that position and has purchased the Moses Bros. plant here. He has been succeeded by A. S. Gross at the Farmers Co. This was reported as at Pawnee City, Neb., recently.

Americus, Kan.—We recently purchased the elvtr. of Bruce Carlson at this place; capacity of both elvtrs. is 20,000 bus. Officers are: H. C. Anderson, pres.; T. H. McCole, sec'y; H. H. Pickering, vice-pres., and Jake E. Bamesberger, treas. I have taken the position as mgr. of both elvtrs. thru my ad in the Grain Dealers Journal.—Americus Farmers Union Co-op. Elvtr. Co., Fred H. Achelpohl, mgr.

Winona, Kan.—The Colorado Mill & Elvtr. Co. of Denver, Colo., recently let contract to W. C. Bailey & Son for the erection of a cribbed elvtr. to have the capacity of 15,000 bus. and a 24x36 ironclad warehouse. The new plant will be equipped with a 15-ton auto truck scale, 10 h.p. type "Z" engine, truck dump, Richardson Automatic Scale, and one stand of legs with 1,800 bus. elevating capacity. An engine room will also be erected.

Monument, Kan.—Contract has been let to W. C. Bailey & Son by the Colorado Mill & Elvtr. Co. for the erection of a cribbed elvtr. which will have a capacity of 15,000 bus. and a 24x36 iron clad warehouse. The plant will be equipped with a 15-ton auto truck scale, 10-h. p. type "Z" engine, truck dump, Richardson Automatic Scale and one leg to have a handling capacity of 1,800 bus. per hour. A concrete engine room will be built.

Clyde, Kan.—The Farmers Union Co-op. Ass'n has just completed its new organization and received its charter; capitalized at \$50,000. It has purchased the entire property of the Clyde Co-op. Supply Co. which consisted of one 10,000-bu. elvtr. located at Lawrenceburg and some real estate. The new firm commenced business on June 9.—Ernest C. Duprey, mgr., Farmers Union Co-op. Ass'n.—Mr. Duprey was also mgr. of the Clyde Co-op. Supply Co.

Potwin, Kan.—Contract has been let for the erection of a 10,000-bu. ironclad, studded elvtr. for the Potwin Elvtr. Co. The plant will be equipped with a Richardson Automatic Scale, a 10-ton girder plate type wagon scale, a 1,500-bu. per hour non-chokable leg, a 400-bu. per hour Eureka Wheat Cleaner, an auto truck dump, all steel manlift and two 5 h.p. motors. The pit is waterproofed with asphalt membrane system. The Star Engineering Co. has the contract.

Archer, Kan.—The Wheaton Grain Co. of Hugoton has commenced work on the grain elvtr. to be erected here which will have a capacity of 12,000 bus. Ralph Heath will be the manager of the new plant. Archer is a new town on the Kansas & Oklahoma Railroad.

Haverhill, Kan.—The Haverhill Co-op. Elvtr. Ass'n, which was recently incorporated for \$10,000, is building a 10,000-bu. studded, ironclad elvtr. which will be equipped with a 10-h.p. type "Z" F-M Engine, a 1,250-bu. per hour Richardson Automatic Scale, auto truck dump, 10-ton girder plate type wagon scale, 1,500-bu. per hour non-chokable leg, rope drive to the head and all steel manlift. The plant will be erected with an asphalt membrane waterproofed pit. The Star Engineering Co. has the contract.

KENTUCKY

Bradfordsville, Ky.—The flour mill of the Bateman Mlg. Co. which operates an elvtr. was slightly damaged by fire recently.

Covington, Ky.—The hay and grain warehouse of the Early & Daniel Co. was damaged by fire recently to the extent of \$7,000.

Louisville, Ky.—Joseph Clift, grain broker here, died the latter part of May, at the age of 60 years. Mr. Clift had been in poor health for some time.

Louisville, Ky.—The Ballard & Ballard Co., operator of an elvtr. here, has closed its plant for necessary repairing, probably to be reopened about July 1 when the crop starts to move.

LOUISIANA

Covington, La.—Albert David is the new owner of the St. Tammany Hay & Grain Warehouse which business was formerly conducted by Harry Piquet.

New Orleans, La.—C. B. Fox, Inc. has opened an office in New York which will be known as the C. B. Fox Grain Co. Inc. H. B. Watson will act as vice-pres. and general mgr.

New Orleans, La.—At a recent meeting of the Dock Board, the recommendation that sacking facilities be increased, made by the advisory com'te of the Public Grain Elvtr., was approved. Plans are now being made for a sacking plant to be erected on a site adjoining the elvtr. which will cost \$152,000.

MARYLAND

Hampstead, Md.—There are no carlot dealers here. There was one, P. A. Rinaman, but since we began operations he discontinued handling grain.—Malka Mlg. & Lighting Co., H. C. Belt, sec'y-treas.

MICHIGAN

Armada, Mich.—The Armada Elvtr. Co. has been reorganized as a co-op. stock company.

Snover, Mich.—The Snover Farm Bureau Local is erecting a very small elvtr. in connection with the shed in which they have been doing business. This elvtr. will be completed about Sept. 1.—Guy N. McGunegle.

Grand Rapids, Mich.—E. L. Wellman, pres. of the E. L. Wellman Co., grain brokers, was arraigned in court June 19 on an indictment charging forgery of bills of lading amounting to several thousand dollars. Wellman pleaded not guilty.

Grand Rapids, Mich.—Work will not be started on the proposed elvtr. of the Valley City Mlg. Co. until some time next year. The elvtr. will have a capacity of 500,000 bus. and a 1,500-bbl. flour mill will also be erected in connection with it.

Detroit, Mich.—A halt of the proceedings of dissolution of the Gleaners Clearing House Ass'n was ordered by Circuit Judge Arthur Webster on June 6. The matter has been placed in the hands of the referee in bankruptcy until a location for the association's headquarters is decided upon.

Caro, Mich.—Fire loss we had was on the barn which was completely burned. The fire caught in the grass near the barn from sparks from a railroad engine. The wind blew the fire into a box stall where we had a valuable team which had a mighty close call to being burned up. Loss, \$690. Insurance, \$300.—Caro Farmers Co-op. Elvtr. Co., F. E. Kelsey, mgr.

MINNESOTA

St. Charles, Minn.—The Farmers Elvtr. Co. was recently incorporated for \$25,000.

Fairfax, Minn.—J. C. Andrews has been appointed receiver for the Crescent Mlg. Co. here.

Eldred, Minn.—The elvtr. of the Equity Elvtr. Co. has been painted. The T. E. Ibberson Co. did the work.

Red Lake Falls, Minn.—William Philion has succeeded Fred Cyr as mgr. of the elvtr. of the Red Lake Falls Mlg. Co.

Sleepy Eye, Minn.—Work has been started on the new elvtr. of Edward Berkner. The T. E. Ibberson Co. has the contract.

Red Wing, Minn.—William Busch, a stockholder of the LaGrange Mills and the Red Wing Mlg. Co. died the early part of June at the age of 90 years.

Duluth, Minn.—Joseph F. McCarthy, who has been representing F. S. Lewis & Co. of Chicago at this place, is now in the grain business on his own account.

Argyle, Minn.—The Farmers & Merchants Elvtr. Co. is installing a new motor and making other repairs on its plant. The T. E. Ibberson Co. has the contract.

Gaylord, Minn.—The elvtr. which was being erected by the T. E. Ibberson Co. for the Jacob-Geib Elvtr. Co. has been completed. The old elvtr. was torn down.

Faribault, Minn.—Howard Dickey, mgr. of the Farmers Co-op. Elvtr. Co. is confined to the hospital with injuries of the spine received in an automobile accident.

Westbrook, Minn.—George Krueger recently purchased an interest in Kurt Krueger's elvtrs. here, and the plant will hereafter be conducted as the Krueger Grain Co.

Zumbro Falls, Minn.—John Nelson who has been assistant mgr. of the plant of the Farmers Elvtr. Co. here, will be in charge of the elvtr. at Pepin, Wis. hereafter.

St. Charles, Minn.—The elvtr. of W. Ehrkle and W. M. Rose has been purchased by the farmers in this vicinity who will use it as a feed store. Ehrkle will remain as mgr.

Pipestone, Minn.—W. H. Moore has succeeded H. T. Fitzpatrick as mgr. of the Monarch Elvtr. Co. Mr. Fitzpatrick is now connected with the Reis Coal Co. of Sheboygan, Wis.

Sauk Center, Minn.—The mill of the Central Minnesota Power Mlg. Co. operators of an elvtr. also, was slightly damaged by fire on June 2, which was caused by defective electric equipment.

Iona, Minn.—Please change my address from Chandler to this place, as I am engaged to manage the Iona Farmers Elvtr. Co. C. A. Powell will be my successor at Chandler as mgr. of the Chandler Farmers Elvtr. Co.—E. W. Eaton.

MINNEAPOLIS LETTER.

Paul Ravitch recently became connected with the Midwest Grain & Feed Co. He was formerly with E. L. Welch & Co.

William Pettit, a grain dealer and miller here at one time, died June 1, at the age of 87 years. He is survived by two daughters.

Sherman Trask, who was formerly with the International Elvtr. Co. here, has decided to re-enter the grain trade. He recently returned from an extended trip in the West.

The business of the Pioneer Malting Co. was recently purchased by John Pank of that company and J. M. Stewart of the Banner Grain Co. Operations under the new ownership will be commenced Aug. 1.

Wm. Griffith, one of the charter members of the Chamber of Commerce, and well known in the grain trade, was killed in an automobile accident on June 19. He had been a member of the firms, Griffith-Marshall Co., Brooks-Griffith Co. and the Marfield-Griffith Co.

Arthur B. Fruen, who was formerly pres. of the Fruen Cereal Co. of this place, has organized a new firm to be known as the Fruen Grain Co. A. Semsch will act as vice-pres. and R. A. Fruen as sec'y-treas. An office has been opened at Oldham, S. D. where R. A. Fruen will be located.

E. L. Welch of E. L. Welch & Co., against whom creditors recently filed a petition of bankruptcy, has been charged of misappropriation of funds by W. H. Butler of St. Paul, who paid \$650 to the company for the purchase of Great Northern Railroad stock. The stock was never delivered, neither had Mr. Butler been reimbursed.

MISSOURI

St. Joseph, Mo.—The plant of the Grain Belt Mills Co. was burned June 15 incurring a loss of \$350,000 to \$400,000.

Spickard, Mo.—J. H. Alley, Sr., has succeeded the Alley Grain Co. at this place and Tindall.—A. A. Alley, Mercer.

Hardin, Mo.—J. K. Quick and W. H. Trenchard recently formed a partnership and Mr. Quick will have charge of Trenchard's elvtr.

St. Louis, Mo.—F. H. Deibel and H. E. Merrel, the latter of Kansas City, have been elected members of the St. Louis Merchants Exchange.

Rush Hill, Mo.—C. Smith, formerly mgr. of the Farmers Elvtr. Co. of Laddonia, has become connected with the Rush Hill Elvtr. Co. here in the same capacity.

St. Louis, Mo.—W. E. Hotchkiss, formerly mgr. of the Omaha, Neb. office of the Norris Grain Co. is now connected with the Marshall Hall Grain Co. of this place.

St. Peters, Mo.—We recently installed a new air blast loader.—Farmers Co-op. Elvtr. Ass'n, E. Marheinecke, mgr.—This company was recently incorporated for \$25,000.

Frankford, Mo.—The Frankford Elvtr. Co. was recently incorporated for \$12,000 by L. F. Brown, D. E. Dean, J. E. Bramblett, Guy Fisher, John Pritchett, H. N. Thornton and E. M. Kiehlth.

St. Joseph, Mo.—A. P. Kerschen, Marysville, Kan., has accepted a position as solicitor with the Geiger Grain Co. His territory will be Northwestern Missouri, Southwestern Iowa and Southeastern Nebraska.

Princeton, Mo.—J. B. Wilcox has taken over the elvtr. and business of the Alley Grain Co. here and also the grain office at Mill Grove and will operate these two stations in his own name. A. A. Alley, Mercer, Mo.

Jasper, Mo.—J. E. Hull has succeeded F. I. Schooler as mgr. of the elvtr. of the Rea-Patterson Mlg. Co. Mr. Hull was formerly mgr. of the Farmers Co-op. Elvtr. Co. where he was succeeded by U. Gray, of Carthage.

Windsor, Mo.—The elvtr. of the Petty Grain Co. which was formerly known as the Livingston Elvtr. Co. was burned on June 7, incurring a loss of about \$10,000 which is only partially covered by insurance. The plant will probably be rebuilt.

Charleston, Mo.—We bot the property of the Charleston Mlg. Co. the latter part of May.—Mississippi County Elvtr. Co., R. Carson.—Other reports state that the sum of \$37,000 was paid for the plant which was sold at auction, and that immediate steps will be taken to put it in operation, it having been idle over a year.

St. Louis, Mo.—Alexander H. Smith, well known in the mlg. industry in the Middle West and former pres. and honorary member of the Merchants Exchange, died June 19, at the age of 89 years. As a tribute to his memory, the Exchange rostrum will be draped in mourning for 30 days.

St. Joseph, Mo.—Carl Duehren, who has been with the S. R. Washer Grain Co. of Atchison, Kan., for five years, recently leased the C. G. W. elvtr. here and on July 1 will engage in the merchandising, transfer, cleaning and storage of grain. Application has been made for membership in the St. Joseph Grain Exchange. He will operate under the name of Missouri-Kansas Grain Co. which has been incorporated for \$40,000 by Duehren, A. E. Corbin and J. Williams. Offices are located in the Corby-Forsee Bldg.

Mercer, Mo.—The firm of Alley Grain Co. recently suspended business operations, principally on account of poor health of Glenn A. Alley, the owner, who is now "roughing it" out west trying to recuperate. I have taken over the interests of the Alley Grain Co. and will operate the business in my own name until such time as Glenn Alley wishes to take the business back. I will also operate under my own name the grain business at several shipping stations that were previously operated by the Alley Grain Co.—A. A. Alley.

KANSAS CITY LETTER.

The Board of Trade has admitted John J. Knight to membership.

Frank Barrett of the Barrett Grain Co. died this month following a protracted illness. Mr. Barrett, who was 55 years of age, had been a member of the Board of Trade for 28 years. He is survived by his widow.

W. R. Morris has been appointed mgr. of the new mill here recently purchased by the Washburn Crosby Co. of Minneapolis.

L. J. Flora of the Ismert-Hincke Mlg. Co., operator of an elvtr., was married June 3 to Miss Anna Hesston. The couple is now honeymooning in the mountains.

A. C. McReynolds, mgr. of the Farmers Co-op. Commission Co. of Hutchinson, Kan., has purchased the membership of Guy Claiborne in the Board of Trade. The price was \$12,000, including transfer fee of \$500.

The hay and grain warehouse of the Shoffstall Hay & Grain Co. and five boxcars loaded with hay, were burned, June 13, the fire believed to have started from sparks from passing locomotives. The loss amounted to \$80,000.

Plans are being made for the enlargement of the Kansas City Southern Elvtr. which is being operated under lease at the present time by the Moore-Seaver Grain Co. The addition will have a capacity of 420,000 bus., making the total capacity 1,220,000 bus. The Moore-Seaver Co. is also planning to establish a laboratory in the Board of Trade Bldg.

A grain elvtr. which will have the capacity of 1,000,000 bus. is contemplated by the Missouri, Kansas & Texas Ry. Paul Uhlman, formerly with the Terminal Elvtrs. of this city and Fred Uhlman, an uncle, who were at one time with the J. Rosenbaum Grain Co., will be connected with the firm that will operate the elvtr. which will be erected in the Rosedale district.

Others interested in the Western Grain Co., recently incorporated, are S. M. Woodward, treas., and H. S. Strain, ass't sec'y. C. M. Woodward, pres., has been in the grain business for 20 years here and four years in Nebraska, and F. G. Endelman, vice-pres., has been in the country and terminal markets for over thirty years. The company incorporated for \$50,000 and will do a receiving and shipping business.

MONTANA

Nashua, Mont.—The Winter-Truesdell-Ames Co. has installed a steel truck lift in its plant.

Ross Fork, Mont.—The Ross Fork Elvtr. Co. was recently incorporated for \$25,000. Incorporators: C. C. Colwell, F. J. Bucher, B. C. Timsen, Robert Keller and L. Martin.

Rapelje, Mont.—G. W. Wilcox, trustee of the defunct Farmers Elvtr. Co., has made a third payment, approximating 4%, to holders of storage tickets for wheat. This is probably the last payment that will be made at this time.

NEBRASKA

Swedeburg, Neb.—The Farmers Union Co-op. Ass'n was recently incorporated.

Auburn, Neb.—The Farmers Elvtr. Co. is remodeling its elvtr. as contemplated.

Table Rock, Neb.—The elvtr. of the Farmers Union Elvtr. Co. was burned recently.

Hoskins, Neb.—The Farmers Union Co-op. Ass'n was recently incorporated for \$12,800.

Crete, Neb.—A power house will be erected for the Crete Mills, which company also operates an elvtr.

Dewitt, Neb.—Henry Pohlman recently bot the plant of the Farmers Elvtr. Co., which was sold at auction.

Humboldt, Neb.—Work has been started on the rebuilding of the plant of the A. O. Cooper Co. which was burned on May 13.

Lexington, Neb.—The Lexington Mill & Elvtr. Co. recently opened an office in the Webster Bldg., Chicago, where A. C. Lefflang will be located.

Dalton, Neb.—E. F. Grissinger has bot the elvtr. of the Central Granaries Co. and will conduct the business under the name of the Independent Elvtr. Co.

Omaha, Neb.—Grain shippers of Nebraska, Iowa and South Dakota will be the guests of the Omaha Grain Exchange on June 26 at a banquet and entertainment.

Rogers, Neb.—The elvtr. here was opened on May 29 to the local grain.—Wells-Abbott-Nieman Co., Inc.—Other reports state that Emil Marek is in charge of this elvtr.

Schuyler, Neb.—The elvtr. here was opened on May 29 to the local grain. Mill will start grinding around July 15 when new crop starts to move.—Wells-Abbott-Nieman Co., Inc.

Omaha, Neb.—I. S. Harden has succeeded W. E. Hotchkiss as mgr. of the Omaha office of the Norris Grain Co. Mr. Hotchkiss is now with the Marshall Hall Grain Co. of St. Louis.

Ashland, Neb.—John South, an employe of the Farmers Elvtr. Co. had his hand and arm injured when he was cleaning the boot of an elvtr. He reached into a bucket and as he did so, the machinery started.

Pawnee City, Neb.—Grain dealers here are the Farmers Union Elvtr. Co., Pawnee Grain Co. and the Brown Grain Co. The item reported recently concerning L. R. French's purchasing the Moses Bros. plant should have been reported as at Pawnee Rock, Kan., instead of this place.

Beatrice, Neb.—R. Davis who has been conducting the business of the Davis Grain Co. for the last twenty-one years, had a fall May 31 when the buggy he was driving collided with an automobile, driven by a woman. After being treated for his various cuts and injuries Mr. Davis seemed to be improving, but the injuries proved fatal June 3.

NEW ENGLAND

Bowdoinham, Me.—A voluntary petition of bankruptcy was recently filed by Clarence P. Bates, a grain dealer here, with liabilities listed at \$8,082; and assets \$6,372.

South Deerfield, Mass.—C. R. Blair, grain dealer and agent here, filed a voluntary petition of bankruptcy on June 10, with liabilities listed at \$26,072 and assets at \$20,748.

New Hartford, Conn.—I am now completing an elvtr. and warehouse that will hold 20 cars of grain and feed. Expect to have it in operation about July 1.—Geo. W. Case.

Northfield, Mass.—The property occupied by the Northfield Grain Co. was recently sold to Robert Miller who will continue to conduct the business. E. L. Hammond will remain as mgr. as formerly.

Webster, Mass.—George H. Mirick of Worcester, who has been appointed a master by the Superior Court, is considering the case of Jacob and Harry Seder of the Seder Bros. Grain Co. After releasing the building in which they are situated, Harry gave his brother the choice of buying the stock and moving out or selling the stock to himself. Jacob was forced to sell at a low price, in addition to which he was persuaded to sign an agreement which contained a clause specifying that he was not to again enter in the grain business in southern Webster county for a period of five years. Jacob seemed to overlook this, and the case is now awaiting the decision of Mirick.

NEW JERSEY

Glassboro, N. J.—Scheribel & Campbell recently bot the business, elvtr. and warehouse of S. Smedley & Son.

Jersey City, N. J.—It has been reported that the Erie Railroad, which owns an elvtr. at this place, is contemplating the erection of an Atlantic seaboard terminal elvtr.

Edgewater, N. J.—The plant here of the Corn Products Refining Co. which was temporarily closed a few months ago, has been reopened, altho it is not running its full capacity.

NEW MEXICO

Raton, N. M.—We have taken over the Maxwell Mill & Elvtr. Co. (of Maxwell), and are building a mill and small elvtr. and building and equipping for a hundred-bbl. mill. Will operate one unit at present. Bids for machinery are not out; mill is on the ground.—Raton Mill & Elvtr. Co., Theo. Stoller, pres. and mgr.

NEW YORK

Walton, N. Y.—Crawford Bros. suffered a slight fire loss when their elvtr. head became choked.

Buffalo, N. Y.—The Dellwood Elvtr. Co. recently increased its capital stock from \$450,000 to \$600,000.

East Bethany, N. Y.—The H. A. Leedom Storage Co. Inc. recently incorporated for \$40,000 and will continue the storage, produce, grain and seed business formerly conducted by Henry A. Leedom.

Buffalo, N. Y.—As a result of action brot against the Fiber Products Co. of Minneapolis, Minn., for \$778 the Anderson Grain Co. Inc. of this place recently secured a warrant of attachment on two cars of baled flax tow in transit by the Fiber Co.

NEW YORK LETTER.

Ralph C. Meek recently became Grain Registrar of the Produce Exchange.

R. H. Leggett is now representing Bresky Bros. here. He formerly operated the Central Mlg. & Grain Co. of Syracuse.

R. C. Blancke has severed his connection with W. W. Starr & Co. and Charles Jewell has been admitted to the firm as a partner.

C. B. Fox, Inc. of New Orleans, recently opened an office here under the management of H. B. Watson. The new firm will be known as the C. B. Fox Grain Co. Inc.

Robert Gentles, a member of the Produce Exchange, recently severed connections with Milmine, Bodman & Co. and will hereafter be connected with M. B. Jones & Co. Inc.

The following have been elected to membership in the Produce Exchange: C. B. Crofton, John Snyder and M. Eisemann. Thomas Duffy has applied for membership in the Exchange.

Henry L. Saam has been succeeded as mgr. of the cash grain department of the local office of Taylor & Bournique of Milwaukee, Wis., by Fred L. Hebert, a cash grain broker on the Produce Exchange. Mr. Saam will hereafter be connected with the local office of the Bartlett Frazier Co., of Chicago.

George White, chief grain inspector of the Produce Exchange, is resigning his position after 33 years of service. Mr. White who will be 80 years of age, will be succeeded by Laurel Duval. Another resignation was that of Sec'y Lester B. Howe a short time ago. Mr. Howe, who is 76 years old, held his position for 43 years.

John W. Gasteiger of Brooklyn, who has been a member of the Produce Exchange for several years, committed suicide a short time ago by jumping from the eleventh floor of the Municipal Bldg., financial difficulties said to have been the reason for his act. His body struck a passer-by who also died from injuries received.

The following officers were elected at a meeting of the Produce Exchange held on June 5: George Rossen, pres., P. H. Holt, vice-pres., E. R. Carhart, treas. New members of the Board of Managers are: F. A. Ryan, Richard Sweet, W. S. Moore, Henry Leverich, T. S. Young and Philip Arthur. Alfred Romer was elected trustee of the gratuity fund.

NORTH DAKOTA

Nekoma, N. D.—The Northwood Elvtr. Co. recently bot the elvtr. of J. G. Stewart.

Kensal, N. D.—It has been reported that the Minnesota Elvtr. Co. at this place has closed.

Michigan, N. D.—The Farmers Elvtr. Co. here is having repairs made on its elvtr. by the T. E. Ibberson Co.

Nortonville, N. D.—Fire, caused by lightning, slightly damaged the plant of the Nortonville Elvtr. Co. on June 9.

Bismarck, N. D.—Ole Lund was recently appointed head of the grain department of the state railroad commission.

Norma, N. D.—The capacity of the elvtr. being erected here for the Minnesota Elvtr. Co. of Minneapolis will be 30,000 bus.

Doyon, N. D.—Improvements are being made on the elvtr. of Charles Doyon. The work is being done by the T. E. Ibberson Co.

Kloten, N. D.—The T. E. Ibberson Co. is repairing the elvtr. of the Kloten Grain Co. The iron on the plant is also being renailed.

Wilton, N. D.—We have remodeled our office and are making repairs to handle the coming crop.—Wilton Elvtr. Co., J. A. Schroeder, mgr.

Lisbon, N. D.—As yet, no contract has been let for the rebuilding of our mill.—Dakota Mlg. Co.—The company's plant was burned a short time ago.

Beulah, N. D.—The elvtr. here operated by the Occident Elvtr. Co. of Minneapolis was slightly damaged by fire when lightning struck the plant.

Kensal, N. D.—The Kensal Farmers Elvtr. Co. expects to repair its plant and possibly add a new cleaner.—Woodworth Elvtr. Co., J. D. Schlecht, agt.

Kensal, N. D.—The Atlantic Elvtr. Co. expects to make some improvements and repairs on its house.—Woodworth Elvtr. Co., J. D. Schlecht, agt.

Bismarck, N. D.—The I. L. Berge Elvtr. Co. has moved its head office from Velva to this place.—C. C. Nelson, sec'y-treas. Dakota Central Elvtr. Co.

Wilton, N. D.—The Occident Elvtr. Co. is remodeling its office so as to have a testing room and private office.—Wilton Elvtr. Co., J. A. Schroeder.

Carlisle, N. D.—The cupola of the elvtr. here operated by the Occident Elvtr. Co. of Minneapolis was damaged by fire recently when lightning struck the plant.

Fullerton, N. D.—The elvtr. of the Fullerton Equity Elvtr. Co. has been overhauled and a new scale and dump installed. The T. E. Ibberson Co. had the contract.

Oriska, N. D.—P. E. Knudson who has been in charge of the Eckelson Farmers Elvtr. Co. for a number of years, recently purchased the elvtr. of the Farmers Elvtr. Co.

Carrington, N. D.—W. M. Thompson has sold his interest in the Carrington Grain Co. and will hereafter be in charge of the elvtr. of the Farmers Elvtr. Co. at Hamberg.

Douglas, N. D.—The T. E. Ibberson Co. has the contract for general repairing to be done on the elvtr. of the Minnekota Elvtr. Co. A dump scale and steel Kewanee Lift will also be installed.

Rutland, N. D.—Contract has been given to the T. E. Ibberson Co. for the installation of a new 25 h.p. F-M type "Y" Engine in the plant of the Rutland Farmers Elvtr. Co. Other repairs will be made.

Grand Forks, N. D.—Pouring of concrete for the storage tanks of the state-owned mill and elvtr. here has been started, and night workers have been hired so that the plant may be completed more rapidly.

Makoti, N. D.—Repairs, including the installation of a new engine, auto truck dump and the raising of the bins 20 feet, is being done by the T. E. Ibberson Co. on the elvtr. of the Makoti Farmers Co-op. Elvtr. Co.

Bismarck, N. D.—A new corporation has been organized and put into operation known as the Dakota Central Elvtr. Co., with headquarters here. Incorporators are I. L. Berge, Chas. W. Morton, and C. C. Nelson.—C. C. Nelson, sec'y-treas.

OHIO

South Solon, O.—The Farmers Elvtr. Co. is in the receiver's hands.

Rockcreek Sta., O.—C. W. Harrington & Son have sold out.—N. F. Hodge.

Lime City, O.—The plant of the Perrysburg Grain & Seed Co. was burned June 9.

Wharton, O.—Scoop shovel shipper here is Nichols & Welz.—Wharton Farmers Grain Co.

Kansas, O.—I succeeded Mitchell & Powell. Transfer was made November, 1921.—A. B. Powell.

Malinta, O.—Mail addressed to the Gleaner Clearing House Ass'n is returned marked "Out of Business."

Marysville, O.—The report that we were going to build is a mistake. We are counting on buying.—O. P. Nuetzel.

Cincinnati, O.—Clifford Dils of Aurora, Ind., has been elected to membership in the Cincinnati Grain & Hay Exchange.

Chippewa Lake, O.—Frank Crum has resigned his position with the elvtr. here of the Lodi Mill & Elvtr. Co. of Lodi.

Amanda, O.—Huston & Swope of Canal Winchester, have bot the Amanda Milling Co.'s plant and converted it into an elvtr.

New Hampshire, O.—The Eastern Aulaze County Co-op. Co. was purchased by this company.—New Hampshire Grain Co., C. R. Schwartz, mgr.

Waynesville, O.—The Waynesville Farmers Exchange Co. has purchased the elvtr. of the Younce Bros. Grain Co.—C. W. Younce, mgr. Waynesville Farmers Exchange Co.

Wilmington, O.—R. P. Barrett & Son have started to operate their new 10,000-bu. elvtr., composed of two concrete slab tanks with wood working house and cupola. They have two large warehouses and buy wool and handle feed.

Proctors (Christianburg p. o.), O.—There has been no elvtr. at this point since service was discontinued on the S. T. R. & P. Electric Ry. Oct., 1920.—Niswonger & Billhimer, Thackery, O.

Peterson Siding (Ada p. o.), O.—Scoopers doing business here are J. R. Baransy and O. M. Alt. Regular grain dealer is this company.—Ada Farmers Co-op. Grain & Supply Co., Claud E. Hill, mgr.

West Jefferson, O.—This firm succeeded Teegardin & Swisher Feb. 1, 1922. The names of the members are D. E. Swisher, W. H. Headley (silent partner), and F. P. Weber.—Swisher-Weber & Co.

Waynesville, O.—The Co-operative Grain Co. has bot the Cyrus W. Younce elvtr. on the Penn. R. R. for \$15,000, and will operate it. Mr. Younce will move to California and his son will manage the elvtr. for the farmers.

Washington C. H., O.—The McDonald Co. which operates at Jasper and Glendon has leased the plant of S. W. Cissna & Son which has been under the management of Ruth Cissna. The lease carries with it an option to buy the elvtr.

North Fairfield, O.—No grain shipped from here last year because of electric line ceasing operation. There is talk of starting again, but nothing definite. Have been moving grain to various locations by truck.—North Fairfield Farmers Elvtr. Co.

Wilmington, O.—We have completed two concrete grain tanks, 10,000-bu. capacity, electric power, equipped with sheller, cleaner, Richardson Automatic Scale, car loader, electric dump. Additional crib room was built for 1,500 bus. ear corn.—R. P. Barrett & Son.

Cincinnati, O.—After 30 years in the grain business, J. F. Costello of the Joseph F. Costello Grain & Hay Co., has retired from the industry because of ill health and will hereafter be connected with the Ohio Industrial Endowment Fund Co. of Columbus as local representative.

Lime City, O.—The Perrysburg Grain & Seed Co., A. Fetterman mgr., lost its 10,000-bu elvtr. by fire June 9, 10:30 p. m., together with 3,000 bus. corn and 1,500 bus. of oats. The elvtr. was struck by lightning and shortly after it started to burn it was struck again. The elvtr. will be rebuilt.

Carey, O.—The Farmers Co-op. Co.'s old elvtr. was struck by lightning at 12:30 a. m. and burned, together with \$3,750 worth of grain. The company will now start to operate its new wood 35,000-bu. elvtr. on the Big 4, which was completed 3 years ago. The elvtr. has not been operated previously. S. A. Wenner is mgr.

Cardington, O.—The Farmers Elvtr. Co., which operates a mill and 2 elvtrs. here and a midget mill and elvtr. at Edison, O., went into the hands of a receiver June 3. E. H. Conaway of Cardington is receiver. The appraisal shows that \$58,000. was paid in for stock. Notes payable aggregated \$42,000. The net loss to stockholders will exceed \$80,000.

Haviland, O.—The Haviland Elvtr. Co., which operates a new 35,000-bu. elvtr. with a 25,000-bu. steel storage tank here, a 20,000-bu. wood elvtr. at Tipton, a new 20,000-bu. wood elvtr. at Worthington, and the foundation for a new elvtr. at Briceton, has closed its elvtrs. and a suit has been brot to dissolve the corporation. Liabilities are reported to be about \$100,000.

Green Camp, O.—The business of the Green Camp Grain Co. has been taken over by the Green Camp Co-op. Elvtr. Co. as reported, and is now operating under the latter name. Carl W. Sifritt of Marion has been hired as mgr. of the new company, taking charge June 1, and John Furniss, who held the position of elvtr. man with the old company, is being retained by the new—Green Camp Co-op Elvtr. Co.

Mansfield, O.—D. M. Cash of Decatur, Ill., will after July 1 be in charge of the Mansfield plant of the Federal Mill & Elvtr. Co. of Lockport, which company operates a flour mill at Lockport, Camillus, N. Y., and this place, as well as a transfer elvtr. of 1,000,000 bus. capacity here. Mr. Cash will have charge of the merchandising of the grain as well as buying the soft wheat for the Mansfield mill. He has been connected with the buying and selling of grain for many years in the Detroit, Indianapolis and Decatur markets and has a wide acquaintance with the shipping and receiving trade. The D. M. Cash Grain Co. will discontinue business to allow him to take charge of this work at Mansfield.

Prospect, O.—C. G. Nitzler, former mgr. of the Green Camp Grain Co. of Green Camp (which company has been taken over by the Green Camp Co-op. Elvtr. Co.) has accepted the management of this company and took charge June 12.—Union Mills.

Waverly, O.—The name of this company is the Waverly Grain & Feed Co. and not the Buffalo Grain & Mlg. Co. (as original reports stated). This property was purchased from the Stritmatter Grain & Mlg. Co. three months ago and we will manufacture wheat, flour, corn meal, cracked corn, stock feeds, dairy and poultry feeds and do a general shipping business. The company is incorporated for \$100,000, and officers are: B. J. Burns, pres., J. R. Totten, vice-pres., D. A. Breinig, sec'y-treas.—Waverly Grain & Feed Co., D. A. Breinig, sec'y-treas.

OKLAHOMA

Frederick, Okla.—The capacity of E. O. Billingslea's grain elvtr. will be enlarged.

Duke, Okla.—The Henry Grain Co. suffered a slight loss when its elvtr. was damaged by fire recently.

Numa, Okla.—I expect to be the mgr. of the elvtr. here that the Numa Wheat Growers Ass'n is building.—Thomas M. Elsemath.

Enid, Okla.—We are a new concern in the grain business, having country elvtrs., and will do a wholesale business.—Robinson Grain Co.

Laverne, Okla.—I have bot the Sappington elvtr. here.—George I. Edmisson, Englewood, Kan. (Mr. Edmisson is rebuilding his elvtr. at Englewood.)

Oklahoma City, Okla.—We opened an office at Enid, and will have another office in Western or Eastern Oklahoma before July 1.—Olson Brokerage Co., F. G. Olson.

Blackwell, Okla.—Willis Peru, former mgr. of the Iola, Kan., branch of the Newton Mlg. & Elvtr. Co., has been made sales mgr. of the Blackwell Mlg. & Elvtr. Co. here.

Ponca City, Okla.—The Ponca City Mlg. Co. is erecting a 70,000-bu. elvtr. here. Night and day shifts are being employed and it is believed that the plant will be done in time to handle the next wheat crop.

Clinton, Okla.—I have taken the management of the Farmers Elvtr. Co. here in addition to the plant at Arapaho, and am having some changes made. Will use the Clinton elvtr. as a transfer house as we will track, buy and handle wheat of other elvtrs.—W. M. Black, mgr. Farmers Union Co-op. Ass'n, Arapaho.

Newkirk, Okla.—The Star Engineering Co. is doing the work of overhauling and repairing the plant of the Farmers Co-op. Elvtr. & Supply Co. New equipment, consisting of an auto truck dump, 10-ton girder type wagon scale, a 1,800-bu. per hour leg, White Star Special Combined Sheller and Boot, a No. 7 Bowsher Mill and a steel manlift. The plant will have a capacity of 20,000 bus.

Oklahoma City, Okla.—The Oklahoma City Mill & Elvtr. Co. recently purchased 15 elvtrs. of the Sun Grain & Export Co., said to be bankrupt, for the sum of \$20,500. The elvtrs. have a total capacity of 125,000 bus. and are located at the following towns: Geronimo, Strong City, Bessie, Ames, Eagle City, Canton, Richland, Capron, Fairmont, Navina, Cropper, Braman, Newkirk, Bridgeport and Meham.

Enid, Okla.—With reference to the building of a terminal elvtr. here: the writer, together with C. L. Lockwood, our traffic mgr., at the request of the Enid Chamber of Commerce, attended a meeting where this question was discussed and while there was no special action taken in the matter, yet tentative plans have been formulated for the building of a million and a half-bu. building at this point. There has been about \$200,000 subscribed. The Chamber was anxious to have our ass'n procure additional money by the sale of stock but just at this moment we do not want to go into a proposition of this kind. The writer feels sure that it will possibly be only a short time until a terminal house will be placed here.—Southwest Wheat Growers Ass'n, D. B. Sibley, sales mgr.

OREGON

Portland, Ore.—We are opening an office here.—McCaull-Dinsmore Co., Minneapolis, Minn.

Carlton, Ore.—The Carlton Elvtr. & Mill Corporation recently filed a petition of bankruptcy. J. J. Peterson, who has been appointed trustee, will operate the mill.

Portland, Ore.—I have been engaged in the grain brokerage business here since Jan. 6, 1922 at room 212, Railway Exchange Bldg.—J. W. Carr.—It was recently reported that mail addressed to Mr. Carr was returned marked "Unclaimed."

PENNSYLVANIA

Highspire, Pa.—The plant of the Highspire Flouring Mills is being improved and the storage capacity is being increased to 50,000 bus.

Pittsburgh, Pa.—The firm of Moore, Leonard & Lynch has established a grain and provision department which will be managed by William Zang.

Lititz, Pa.—The partnership of the grain and feed business of Hiestand Bros. Co. has been dissolved and it has been taken over by Homer and Stauffer Hiestand who will conduct it under the name of Hiestand Bros.

Richland, Pa.—Charles S. Kalbach is rebuilding his elvtr. and warehouse which was burned a few months ago. The plant will be driven by motor power. Since the fire, Kalbach has won a suit against the railroad company, alleging the fire started from sparks from passing trains.

PHILADELPHIA LETTER.

Philadelphia, Pa.—F. K. Savage, a grain merchant of Sinking Springs, has applied for membership in the Commercial Exchange.

Philadelphia, Pa.—A. J. Yeager, Joseph Rini and Newhall, Gross & Diffenderffer have applied for membership in the Commercial Exchange.

Philadelphia, Pa.—A grain and feed business has been established by H. K. Gottshall who recently became a member of the Commercial Exchange. An office has been opened in the Bourse. Mr. Gottshall was at one time connected with the S. H. Young Co., grain merchants.

SOUTH DAKOTA

Flandreau, S. D.—H. P. Hanson of Litchfield, Minn., recently bot the elvtr. of N. M. Lang.

Rosholt, S. D.—The elvtr. of the Farmers Elvtr. Co. is being painted. The T. E. Ibberson Co. is doing the work.

Bristol, S. D.—The elvtr. of the Farmers Equity Exchange is being painted. The T. E. Ibberson Co. has the contract.

Columbia, S. D.—Contract has been awarded to the T. E. Ibberson Co. for the repairing of the elvtr. of the Columbia Co-op. Elvtr. Co.

Bonesteel, S. D.—I may build a new elvtr. to replace the one destroyed by fire a year ago. Nothing sure; all depends on general conditions.—J. B. Klappal.

Oldham, S. D.—An office of the newly organized Fruen Grain Co. of Minneapolis, Minn., was recently established here with R. A. Fruen, sec'y-treas. of the company in charge.

SOUTHEAST

Birmingham, Ala.—The Bradshaw-Tindal Co. is a newly organized company here to deal in flour and grain.

Marietta, Ga.—A large grain elvtr. will be erected here for the newly incorporated Cobb County Grain Elvtr. & Mlg. Co.

Birmingham, Ala.—The Interstate Flour & Grain Co. recently incorporated for \$10,000. Incorporators: W. C. Van Sandt and V. L. Allen.

Birmingham, Ala.—Richard Powell, sec'y of the W. M. Crosby Flour & Grain Co. died recently. He is survived by his widow and a son.

Birmingham, Ala.—An office of the Bradshaw-Tindal Co. has been established here. The company will do a general jobbing business in flour and grain.

TENNESSEE

Loretto, Tenn.—Joseph Kessler, proprietor of the Loretto Mlg. Co. will have a 10,000-bu. elvtr. erected.

Friendship, Tenn.—A grain elvtr. to cost \$12,000 will be erected for the Friendship Mill Co. The plant is expected to be ready to take care of the wheat harvest.

Radiographs

CLINTON, ILL.—A radiophone is being installed in the office of the Baldwin Grain Co.

BURLINGTON JUNCTION, Mo.—My brother, E. M. Adkins, will install a radiophone soon. —M. M. Adkins.

ARTHUR, ILL.—The Collins Grain Co., formerly known as Wells Bros., has installed a radiophone for receiving market reports.

Who will pay the broadcasting bills? No one seems to want the job permanently, says Warren Bishop in the "Nation's Business."

MERNA, NEB.—The Farmers Grain & Supply Ass'n of which L. E. Highland is mgr., has installed a radiophone by which market reports are received.

LA CROSSE, IND.—A radiophone has been installed in the office of the Farmers Co-op. Elvtr. Co., of which C. Siebenthal is mgr., for the reception of market reports.

COON RAPIDS, IA.—We have installed a radiophone and get the markets from Omaha, but have not been able to receive from Chicago as yet. Would not be without it now.—R. L. Wood, mgr. Coon Rapids Grain Co.

RADIO broadcasting has been started by the St. Louis Merchants Exchange from station W. C. K. having a wave length of 485 meters. The following schedule will be followed: 8:40 a. m., opening future prices; 9:40 a. m., future prices, receipts and shipments; 10:40 a. m., future prices; 11:40 a. m., future prices; 12:40 a. m., closing future prices and cash grain prices.

THE RADIO CONTROL bill which regulates the use of transmitting stations has been introduced in the House. If passed, it will allow the amateur to increase his wave length to 275 meters, and will act as protection against the forming of a monopoly by the big transmitters. It will give the Sec'y of Commerce control of all matters pertaining to the use of air for communication purposes, and will issue operating licenses.

MARCONI, on his private yacht in the Atlantic, has announced that he believes it will be possible to send radio messages around the world. He has already sent a distance of 12,000 miles. He states also that it will soon be possible to have a one party radio line wherein one party can talk to another in absolute privacy. He has already sent messages 100 miles straight ahead, and none but the receivers he intended, could hear the message.

NEWCASTLE, New South Wales, Australia, is laying claim to a share in the shipping of the wheat harvest in Australia. It is claimed that the whole of the surplus wheat in the north-west should be shipped out from their city instead of being hauled the extra hundred miles to Sydney. Over 2,000,000 bags were drawn this extra distance last year at a cost of 42,000 pounds, which could have been saved if shipped from Newcastle. The city should have an elevator.

UPON the request of the Foreign Trade Club, San Francisco, Calif., that the Chamber of Commerce of the U. S., submit to a referendum vote the question of the adoption of the Metric System, the Board decided that no action be taken for the reason that in its opinion there had been no change in the situation since February 9, 1922, when the Board concurred in the advice of the National Council that as existing business conditions are not such as to secure sympathetic consideration of the subject, the report of the Committee on Metric System should not be immediately submitted to a referendum vote but should have consideration from the Board at a more opportune time. In taking no action on the request of the "Foreign Trade Club," the board acted wisely, as there is no real demand in this country for the adoption of the French system.

Fond du Lac, Wis.—Boulay Bros. are planning the erection of an elvtr. and warehouse here.

Manitowoc, Wis.—The Oriental Mills will hereafter be managed by Grant Boardman, formerly superintendent of the New Richmond Roller Mills of New Richmond, Wis.

MILWAUKEE LETTER.

The finance com'te of the Chamber of Commerce has fixed the June rate of interest at 6½%.

The newly incorporated Ecker-Rissman Grain Elvtr. Co., Inc., of Chicago, has bot the 1,100,000 bu. elvtr. of the American Malt & Grain Co. here.

The directors of the Chamber of Commerce recently recommended amendments to the rules which change grades in wheat to conform to the Federal standards; and changes in the rules for grading grain sorghums to conform to the tentative grades proposed by the Department of Agriculture. These amendments were submitted to ballot on June 21.

Business Has Found a Friend.

Ex-Senator Albert J. Beveridge has discovered why business hesitates and in an address before the credit men recently he had the courage of his convictions and spoke right out, as follows:

"For more than two decades, students of economics and government have seen clearly, and pointed out plainly the destructive folly of the unscientific and business-clogging legislation with which the industrial and commercial energy of the country has been, and still is, shackled; but the repeal, or material alteration of these laws, was prevented by the selfishness and cowardice of politicians, the audacity and bluffing of demagogues, and the political torpor and timidity of business men themselves.

"The time has come to clean house. This clutter of uneconomic and anti-economic legislation must be cleared away. We cannot have the prosperity we ought to have until this job is done.

"Of course, we cannot have healthful and active business while courage and initiative are thus weakened and restrained. Wise and honest supervision has been maldeveloped into suspicious and stupid intimidation. All this must be entirely changed. Open the doors of honest trade! Lift from the heart of commerce the timidity that now makes its beating weak and spasmodic! Dissolve the clouds of apprehension and uncertainty which darken and discourage American industrial enterprise! Establish once more the reign of common sense and common honesty!

Private Wires Attacked in Kansas.

County Attorney Wm. H. Burnett brot suit in the district court at Hutchinson, Kan., June 10, against the Postal Telegraf Co., the American Telephone & Telegraf Co., J. E. Bennett & Co., B. C. Christopher & Co., J. Rosenbaum Grain Co., Armour Grain Co., and the Goffe-Carkner Co., to have the court restrain them from continuing to operate their leased wires for the transmission of messages containing orders for the purchase or sale of grain, alleging that the bona fide receipt or delivery of the grain is not contemplated.

Evidently a little extra effort to get into the limelight by Mr. Burnett, probably a candidate for office.

A FOUR DAY session of the U. S. Grain Growers at Chicago closing June 17 was productive of no definite announcement, other than the assistance of the Mid-West Farm Bureau had been enlisted. Five of the twenty-one directors were not present at the meeting. Five directors elected qualified, and took the oath at this meeting. They are: R. A. Cowles, R. N. Clark and Robert Peterson, of Illinois; A. G. Burgeson, North Dakota, and H. L. Keefe, Nebraska. C. E. Gunnels, treas. of the American Farm Bureau Federation, was selected as treas. of the U. S. Grain Growers, Inc., to fill the vacancy made by the recent resignation of W. G. Eckhardt. Mr. Gunnels will continue as treasurer of the federal farm bureau.

TEXAS

Lenoir City, Tenn.—J. E. Cassady and N. B. Carmichael, receivers of the Town Creek Mig. Co., which company also operated an elvtr., offered the plant for sale at an auction held on June 7. Cassady and Carmichael had been operating the plant after it went into receivership some time ago.

Seymour, Tex.—M. A. Portwood of Burkburnett recently bot an interest in the Rigsby Grain Co.

Houston, Tex.—We have discontinued our business as dealers.—John H. Hailey Co., per W. P. Murray.

Cleburne, Tex.—The office here operated by the Rayford Grain & Elvtr. Co. of Sherman has been closed.

Dallas, Tex.—The O. L. Knight Grain Co. recently opened an office here. The company will do a wholesale business in grain.

Claude, Tex.—Howard M. Davis, aged 66, died a short time ago. He was senior member of the firm, H. M. Davis & Sons. Three sons survive him.

Dallas, Tex.—Our new plant has just been completed and we are ready to handle the new crop.—Pearlstone Mill & Elvtr. Co., Inc.—This company was recently incorporated for \$200,000.

Hamilton, Tex.—The Hamilton Mill & Elvtr. Co. which has been closed for five or six months undergoing repairing and improvements, has been reopened and is now running full capacity.

Waxahachie, Tex.—I will not rebuild this year. Will do business same as heretofore.—D. H. Thompson.—Mr. Thompson's plant was burned recently incurring a loss to him of \$9,000, and a total loss of \$75,000.

Canadian, Tex.—We incorporated for \$30,000. We will use the elvtr. purchased from the Sanders Grain Co. only in case of necessity. The Sanders Grain Co. is entirely out of the grain business here.—Liske Grain Co.—First reports stated that the Liske Co. was incorporated for \$10,000.

Ft. Worth, Tex.—Every grain dealer in Texas will be glad of an opportunity to vote for Ben Clement to the office of Governor. His long service in the interest of the grain trade has proved him capable to put over any real reform needed and he is conservative enough not to be misled by the socialistic vagaries now prevailing at Washington.

Wichita Falls, Tex.—Regarding the construction of a grain elvtr. at this point, we are informed that Messrs. Kemp and Kell of this place contemplate construction of an elvtr. upon completion of the deep water port at Corpus Christi. This project has just been authorized and it is that that work will begin within six months.—Corpus Christi National Bank, Joseph Hirsch, pres., Corpus Christi, Tex.

Waxahachie, Tex.—We will not rebuild the feed mill that was burned, as our trade mark and good will have been sold to the Universal Feed Mills at Ft. Worth, Tex., who will continue the manufacture of "Superior Stock & Poultry Feeds." Our steel elvtrs. were not destroyed, as were several large buildings. It is quite probable we will operate the plant as a public elvtr. or will buy oats and store.—Stone-McKenna Mlg. Co., by Gerald W. McKenna, sec'y-treas.

UTAH

Salt Lake City, Utah.—Considerable time was spent on the safe of Bailey & Sons Co. by burglars, but they were unsuccessful.

WASHINGTON

Spokane, Wash.—The R. J. Stephens Grain Co., which recently succeeded the Stephens-Smith Grain Co., has been incorporated for \$25,000 by R. J. Stephens, Katherine Knight and Charles E. Johnson. Offices will be located at this place and at Seattle.

WISCONSIN

Appleton, Wis.—The Wisconsin Malt & Grain Co. was recently reorganized, C. S. Dickinson having been elected pres. and general mgr. to succeed C. W. Mory, Mrs. Ethel Park, vice-pres. and H. W. Tuttrup, sec'y-treas. Mrs. Park and Mrs. H. E. Watson have purchased the interests of C. W. Mory and W. J. Mory for the sum of \$13,750.

Feedstuffs

ELIZABETHTOWN, KY.—The Quaker Feed Co. incorporated for \$6,000.

OKEMAH, OKLA.—John Nelson bot the feed business of Wm. Turner.

WILKES BARRE, PA.—Gallagher & Stevick now conduct the feed business formerly operated by Davis & Fine.

CHICAGO, ILL.—W. G. Moorhead is now mgr. of the feed department of Van Wie & Moorhead. He succeeded C. E. Arthur who is no longer connected with the firm.

MINNEAPOLIS, MINN.—F. B. Parsons is now manager of the feed department of the United States Cereal Co. He was formerly with the Washburn-Crosby Co. and the Union Terminal Elevator Co.

TORONTO, ONT.—The warehouse of the Far-ameal Feed Co., Ltd., here is a total loss due to fire the early part of this month. A heavy stock of feedstuffs was in the warehouse.

THE PACKAGE differentials on corn products were revised by the American Corn Millers Federation, effective June 19. Cotton, best grade 100 lbs. takes basis rate, two to a barrel and cotton, best grade, 98 lbs. take 5 cents under basis, two to a barrel.

KANSAS CITY, MO.—At the eighth annual convention of the American Ass'n of Cereal Chemists, June 5-9, S. J. Lawellin, New Ulm, Minn., was elected pres., R. S. Herman, Kansas City, Mo., vice-pres., A. A. Jones, Hutchinson, Kan., sec'y-treas., and W. L. Rainey, Hutchinson, Kan., chairman of the executive committee.

TOTAL RECEIPTS from the sale of tags to feed manufacturers in the state of Oklahoma for 11 months of the fiscal year to June 1, was \$30,000. S. A. Elliott, chief of the feed inspection dept. of the state board of agriculture, which sells the tags, estimates that by July 1, the total will be \$32,000. The above figure is about \$5,000 in excess of the sales of a normal year.

ST. JOSEPH, MO.—The plant of the Grain Belt Mills Co. burned June 15, causing a loss estimated at \$300,000 to \$350,000. It is believed that tanners who had been working on the plant, caused the blaze, as the fire broke out just below where they had been working, and before the fire department arrived, it had gotten good headway, sweeping thru the plant. All machinery except the oats machinery was destroyed. Insurance covered the loss. Officers contemplate rebuilding.

Compressed Feed Now a Reality.

At Camp Lewis, army officers have solved the problem of easy transportation of horse feed.

Pure oats and other feeds have been pressed into bricks made with a binder of molasses. The bricks are 12 ins. long, 6 ins. wide and 1½ ins. thick, with perforations to make it possible to break them easily if only a portion is to be fed.

Tests made by the soldiers on fifty animals showed that all but four took very readily to the feed. All of the forty-six but two gained in weight and maintained their efficiency, one horse gaining forty-six pounds in thirty days. Due to the lightness of the brick, it will overcome the obstacle of having to forward supplies when the army is en route, as each horse can carry its own rations. It is designed, however, to replace only the oat ration.

A thoro tryout of the brick in commercial lines may be given.

THE IMPORT duty on corn into Spain has been reduced to 50 cents per 100 kilos.

Velvet Bean Feed Found Injurious.

In experiments carried out at the University of Arkansas, B. Sure and J. W. Read found that when velvet beans were fed raw to young rats, the seed was injurious even when constituting but 40 per cent of the feed, thus confirming the conclusions of Miller in regard to the possibility of harmful results in the long continued feeding of velvet beans.

It was found that by heating the seeds for one hour at 15 lbs. pressure, the poisonous quality of the seed was sufficiently destroyed that it was possible to include 60 per cent of it in the ration, but when raised to 80 per cent, the poison was again in effect.

In determining the value of the feed in the growth of the rats, it was found that the deficiencies of the bean appeared to be in proteins and salts, there being but 27.5 per cent protein. This proved inadequate for growth even when all other factors were rendered satisfactory, as shown in the Journal of Agricultural Research.

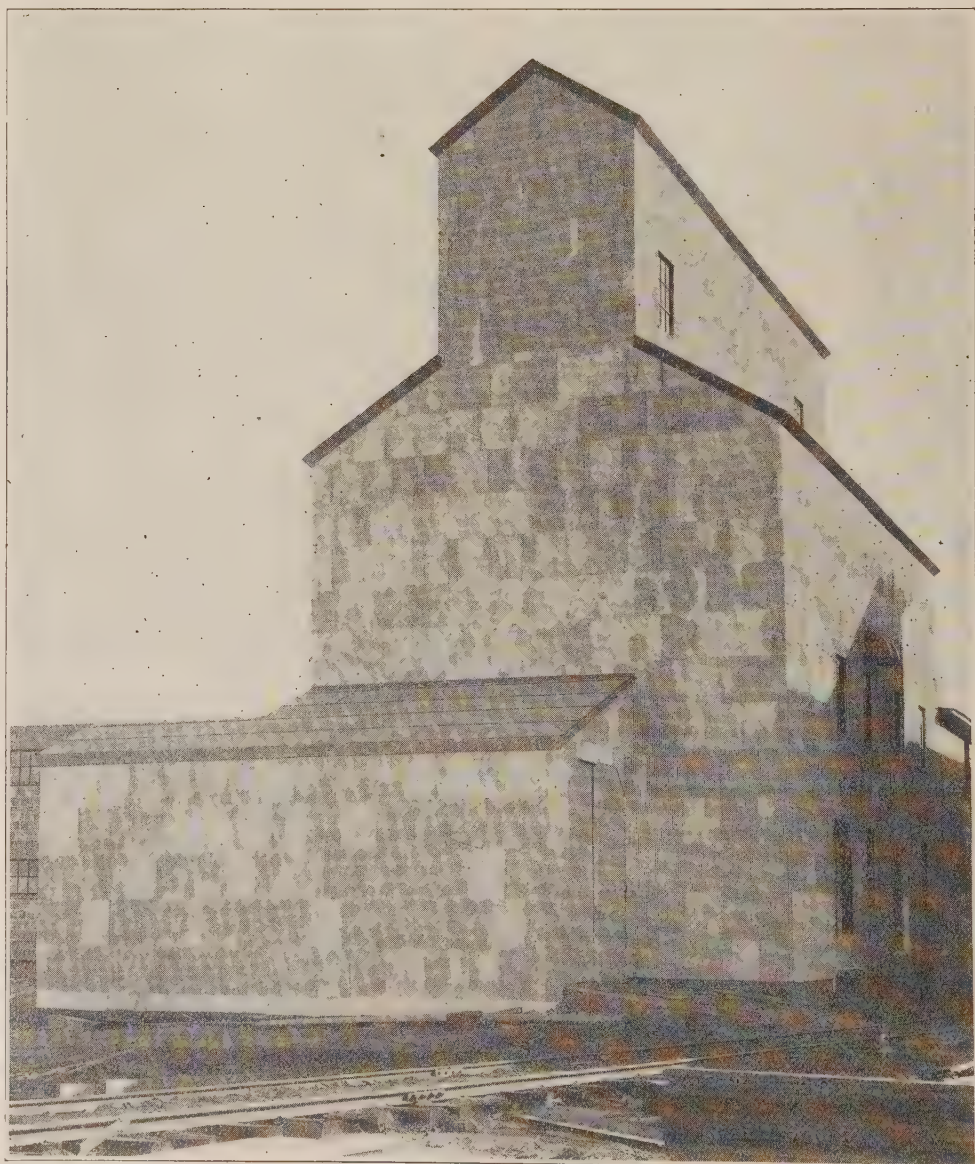
A BILL has been brot before the house by Congressman Volstead of Minnesota which provides for the protection of interstate and foreign commerce against bribery and other corrupt trade practices, and was introduced as H. R. 10159. The bill would not repeal existing laws on bribery in interstate or foreign commerce, but prosecution under one statute would be a bar to prosecution under another.

New Seed House and Elevator at Clarinda, Ia.

The new grain elevator of the A. A. Berry Seed Co., at Clarinda, Ia., resembles a country elevator in general appearance; but the interior is arranged to provide more working floor space and some of the bins are specially lined with sheet steel for seeds.

The building is 36x48 ft., with three floors and cupola, with a large, well lighted and roomy basement under the entire building. Four bins of 10,000 bus. capacity are for wheat storage, and 12 leak-proof bins are for seeds. The house is of frame construction covered with galvanized corrugated iron. The roof is of ship lap, covered with three-ply fireproof roofing. In height the building measures 54 feet from railroad track to ridge of roof. The concrete waterproof boot pit of the main elevator leg is 8 feet lower than the track, making the house 62 ft. high in all. The tops of the bins are 32 ft. above the rail.

The equipment includes one elevator leg driven by a 10-h.p. motor and a second leg driven by a 7½-h.p. motor, each leg having a turn distributing spout controlled from below; screw conveyor from wagon dump to boot, and on other side of the house a spout from car to the same boot; an 8-inch loading spout of well casing from the 1,500-bu. Richardson Automatic Scale in the cupola; sacking scales, and four Clipper Cleaners, three of which are on the second floor. The motor in the



Grain Elevator and Seed House of A. A. Berry Seed Co., at Clarinda, Ia. [See facing page.]

basement driving the conveyor also drives the air pump. The basement also contains the dust collecting system. The engravings herewith show exterior, side view, end view and bin plan. The plant was designed and erected by the Younglove Construction Co.

THE J. T. GIBBONS GRAIN CO. of Altus, Okla., is charged by the Sec'y of the U. S. Dept. of Agriculture with having altered official inspection certificates on several carloads of wheat, by inserting "smutty," and "Dockage 2 per cent," when in fact the inspector had made no such notation on the certificate. On another car bot of the Oklahoma Grain Co. the word "Smutty" had been inserted in the certificate and the account sales rendered to the Oklahoma Grain Co. took a discount of 3 cents per bushel for "smut." Admitting that the alterations must have been made in his office Mr. Gibbons said such improper acts were without his knowledge, consent or approbation.

Oral Permission to Notify Party to Receive Shipment without Surrender of B/L.

The Kemper Mill & Elevator Co. shipped over the Frisco and connecting lines a car of corn meal from Republic and another from Aurora, Mo., thru East Joliet, Ill., on S/O Bs/L notify Jonas F. Eby & Son, Lancaster, Pa.

Eby & Son ordered the cars reconsigned at East Joliet and the carrier did so, to Philadelphia, Pa., and Lowell, Mass., but on arrival the meal was found to be spoiled and unmerchantable and was rejected, by Eby & Son, who never paid the drafts and never had the Bs/L in their possession. The terminal railroad company was safe in following the orders of Eby & Son, as they had given an indemnifying bond.

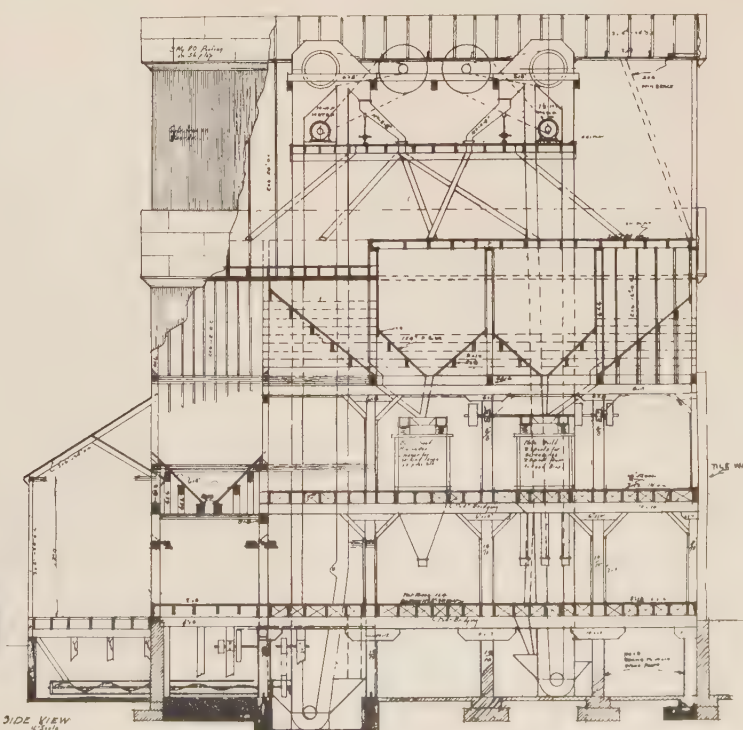
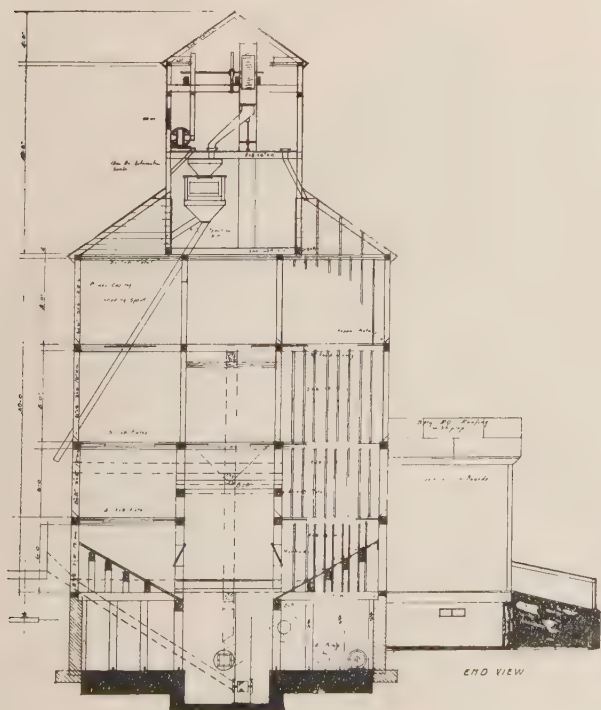
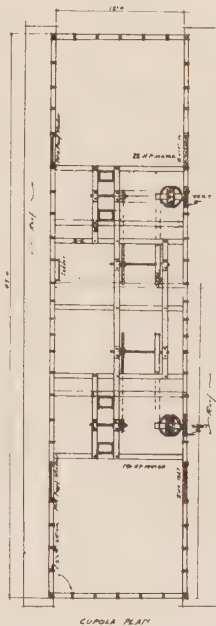
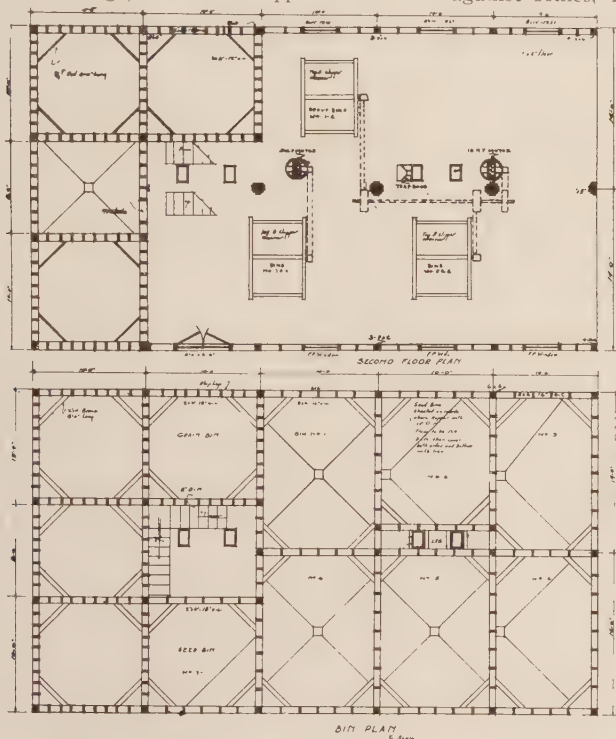
The Kemper Mill & Elevator Co. brot suit against Hines, Director General of Railroads,

claiming the carrier at Joliet had no authority to deliver the meal to Eby & Son.

The defense pleaded in the answer was that plaintiff, at the time of the billing of the corn meal, had a contract with Jonas F. Eby & Son for the sale of a large quantity of meal and billed the same to East Joliet, Ill., to its own order, with directions to notify Jonas F. Eby & Son; that defendant notified Jonas F. Eby & Son as directed, and Eby & Son refused to accept the meal at East Joliet, Ill.; that thereafter plaintiff authorized and directed Eby & Son to have one car forwarded to Philadelphia, Pa., and another to Lowell, Mass., and it was so forwarded, and on its arrival it was inspected and rejected as unmerchantable, and plaintiff notified thereof.

Defendant, on its part, offered testimony tending to prove: First, that after the Bs/L were issued, the plaintiff orally authorized the said Eby & Son to instruct the carrier to re-consign or divert the shipments, respectively, from Joliet, Ill., to Lowell, Mass., and Philadelphia, Pa., as was done; second, that the two cars in question were part of an order of 10,000 sacks of corn meal ordered by Eby & Son from plaintiff, originally required to be shipped to Joliet, Ill., but subsequently changed, by oral agreement of parties before any shipment was made, so as to authorize Eby & Son to order the carrier to re-consign or divert all of said shipments, consisting of 12 or 15 cars, from Joliet, Ill., to various Eastern points, and there to be disposed of by plaintiff or by Eby & Son, as agents for the account of plaintiff, and that all of the other cars were so diverted under such changed agreement and disposed of by plaintiff or for plaintiff by Eby & Son prior to July 3, 1918, when plaintiff first notified defendant that it had not authorized the cars in suit to be diverted or forwarded to Philadelphia or Lowell, and that plaintiff would hold the defendant liable as for a conversion.

The lower court gave plaintiff, Kemper Mill & Elevator Co., judgment for the full amount; but the Supreme Court of Missouri reversed this, Mar. 14, 1922, and granted a new trial, holding that parol evidence of the authority of Eby & Son from the plaintiff as plaintiff's agent to order the terminal carrier at Joliet to forward said shipments to Lowell and Philadelphia, offered by defendant and excluded by the court, should have been admitted, and the court erred in refusing it.—239 S. W. Rep. 803.



Plans of Grain Elevator and Seed House of A. A. Berry Seed Co., at Clarinda, Ia. [See facing page.]

Grain Carriers

THE STEAMSHIP Winnebago left Baltimore with its second cargo of grain for Russia. It will dock at Petrograd. She is the first boat to take a cargo of grain to Russia from Baltimore.

THE HOUSE interstate committee decided to postpone until next December further consideration of the Sweet bill and the Hoch bill, both of which seek to repeal sections of the transportation act.

NEW ORLEANS, LA.—The U. S. Shipping Board quotes ocean rates of 16 cents per 100 lbs. on heavy grain and 21 cents on flour, effective June 14, for June shipment from gulf ports to the United Kingdom ports.

NEW BOX CARS have been ordered by the Wabash Railway. Contracts were let for 1,500 forty foot cars, 750 to be built by the American Car & Foundry Co. of St. Louis and 750 to be built by the Pullman Co. in Chicago.

NO REDUCTION will be made July 1 in grain rates, advises the division freight agent of the M., K. & T. Ry., but the reduction which was effective Jan. 1 and which was to have expired June 30, will be continued in effect, as at present.

THE INTERSTATE COMMERCE Commission has reopened the case which reduced rates on hay and grain in western territory 14 per cent last November. Railroads asked for the rehearing and action of the commission indicates that some readjustment will be made.

EFFECTIVE July 1, a general reduction in rates on grain from Omaha to Memphis and Omaha to New Orleans has been granted by the interstate commerce commission. Omaha to Memphis, wheat 41½¢ and corn 23½¢, Omaha to New Orleans, wheat 41½¢ and corn 40¢.

EFFECTIVE July 5, rates on grain from points in New Mexico on the Rock Island and El Paso & Southern railroads to Kansas City, Mo., will be reduced. The present rate is 50 cents a hundred on all kinds of grain and the new rate will be 43½ cents on wheat and 39 cents on grain sorghums.

QUEBEC, QUE.—The Harbor Commissioners abolished the seven cent per net ton register on steamers loading full grain cargoes here. They have also agreed to waive the moorage charges of 60 cents per 100 tons register. The charges have been in effect for more than 30 years and were a source of annoyance to most vessel owners.

REPARATION has been awarded to George Freeman, Salina, Kans., doing business as the Freeman Grain Co., by the Interstate Commerce Commission, against the Union Pacific. The carrier charged him the joint rates on nine cars of wheat from Lucas, Kan., to South Vallejo and Stockton, Calif., instead of the thru rate to which he was entitled.

CARS of 40,000 lbs. capacity are so few that the traffic mgr. of the Marion National Mill Co., D. R. Biggert, has taken up with the tariff publishers the advisability of omitting all mention of these small cars. No such cars are owned by the B. & O., Big Four, Erie, Canadian Pacific and Southern Pacific. The New York Central and the Pennsylvania each own one.

UTAH grain dealers protested June 13 to the Interstate Commerce Commission against the proposal of carriers to again apply the same rate on wheat and coarse grains, set aside some time ago. The differential at present is about 10 cents in favor of the coarse grains, and grain dealers state that this rate should be maintained, as rates which do not favor the movement of coarse grains cause these grains to be used as feed. If the differential is maintained, the coarse grains will be moved and corn shipped in for feeding purposes.

THE COMMERCIAL Exchange of Philadelphia has added the following to the grain trade rules: "Certificate of Underwriters' Surveyor Covering Loading of Vessels. All freight contracts for vessels loading grain only, on berth terms, shall contain the following clause: should vessel load grain only, vessel to load under inspection of Underwriters' Agents, at her expense, and to comply with their rules."

AN AMENDMENT to the law against the breaking of railroad car seals, making it more easily punishable, has been introduced by Congressman Volstead of Minnesota as H. R. 10768. It provides for the purpose of establishing the character of the goods covered by the statute as interstate or foreign commerce, the way bill of a shipment is to constitute *prima facie* evidence as to the points between which the shipment moves.

THE INTERSTATE Commerce Commission on Feb. 9, 1922, set aside until June 10, 1922, proposed schedule for the reduction of rates on grain from Illinois Central Railway points in Illinois to New Orleans, La., for export, pending a hearing on same, upon protest from eastern trunk-line carriers and commercial organizations. The hearing has been completed and the commission found the reductions to be justified, ordering the schedule to go into effect June 9.

AN ORDER restraining railroads from "farming out" work under the contract system will be issued by the U. S. Railroad Labor Board. When the ruling is announced it will remove one of the three questions on the strike ballot now being voted by railroad employees. In a decision made May 9, the board ruled against contracts farmed out by the Indiana Harbor Belt Railroad, and at that time stated frankly that remaining cases would be disposed of in the same manner.

IN REPLY to a letter from railroad union leaders, in which they stated they would grant permission for the railroad men to strike if they so voted, Ben W. Hooper, chairman of the Railroad Labor Board said: "It is regrettable that such a step is contemplated at a time when the country is just entering upon an era of more stable industrial conditions, that gives promise of an enlarged degree of prosperity to railway employees." He further stated that a strike would lead to disaster for the workers.

Judgment was rendered against the U. S. Shipping Board by the supreme court of District of Columbia in favor of C. Levensaler. The facts of the case are, plaintiff had a contract in 1919 to ship grain from New Orleans to England under which the steamer was to load by July 20, 1919. The vessel was delayed and loading was not effected until Sept. 23. The rate of exchange in England has declined between the loading date of the contract, July 20, and the date which the bill of lading was issued, September 23. Judgment was rendered upon jury trial for the loss so occasioned, or an amount of \$3,915. The Shipping Board has filed motion for a new trial. In a recent case before the United States Supreme Court it was held that the Emergency Fleet Corporation was suable without its consent.

OMAHA, NEB.—In a letter to members of the Grain Exchange, John A. Kuhn, traffic manager states: "The Wabash Railway has just served upon us the following: 'The Chicago & Alton Railroad advise the following weight restrictions apply to shipments intended for handling over that line: 'Stations Womac, Ill., to Barnett Junction, Ill., inclusive, 60,000 pounds. Stations Womac, Ill., to Eldred, Ill., inclusive, 88,000 pounds. Stations Mexico, Mo., to Jefferson City, Mo., inclusive, 60,000 pounds.'

'Wabash agents at local stations must not permit cars to be loaded in excess of the amount specified when intended for movement over the above-mentioned portion of the C. & A. R. R. 'Connections are requested to please comply with these restrictions when loading shipments for the above mentioned territory and routed via the Wabash.'"

UNDER the recent decision of the Interstate Commerce Commission, the carriers will reduce their switching and reconsignment charges to the extent of 10 per cent, effective July 1, 1922. Where the switching or reconsignment charge is stated in dollars and cents per car, and the present charge is less than \$10.00 per car, the reduction of 10 per cent will be made without disposition of fractions. Where switching charge is stated in cents per 100 pounds, no reduction will be made in rates which are less than 3 cents per 100 pounds. The present switching charges of 3, 3½ and 4 cents per 100 pounds will be reduced to the extent of ½ cent per 100 pounds. No reduction will be made in demurrage, track storage or bulkheading charges.—J. S. Brown, Manager Transportation Department, Chicago Board of Trade.

Kansas Charges Mill Trust.

Topeka, Kas., June 21.—Richard J. Hopkins, attorney general, has authorized William H. Burnett, county attorney of Reno county, to file ouster suits under the Kansas antitrust laws against fourteen milling companies charging them with an illegal combination in restraint of trade. The milling companies named are: William Kelly Milling Co., Sawyer Milling Co., Larabee Flour Mills Corp., and the Consolidated Flour Mills Co. of Hutchinson; Buhler Mill and Elevator Co. of Lyons and Burrton, Halstead Mill and Elevator Co. of Halstead, Goerz Flour Milling Co. and Newton Mill and Elevator Co. at Newton; Mound Ridge Milling Co. at Mound Ridge, Enns Milling Co. at Inman, Wall-Rogalsky Milling Co. at McPherson, Claflin Mill and Elevator Co. of Claflin, Wolf Milling Co. at Ellinwood and Arnold-Madaus Milling Co. of Sterling.

Shipping Conditions.

Freight cars idle on American railroads because of business conditions totaled 465,837 on June 8, compared with 480,266 on May 31, or a decrease of 14,429 cars, reports the American Railway Ass'n. Of the total, 284,189 were freight cars in good condition ready for immediate use and 181,648 were cars in bad order.

Loadings of revenue freight during the week ending June 10 totaled 846,002 cars, compared with 750,645 cars during the previous week, or an increase of 95,357. This increase is due to the fact that May 30 of the preceding week was a holiday. As compared with the week before the holiday, there is an increase of 24,871 cars.

Of the 846,002 cars loaded, grain and grain products totaled 40,035 cars, a decrease of 905 cars as compared with last year. Live stock loadings totaled 29,765 cars an increase of 794 cars over the same week last year.

During the first 19 days of June, the C. & N. W. handled 96,797 cars, compared with 85,468 the same period last year. The C. M. & St. P. handled 84,309 cars the first 17 days of June compared with 71,903 last year, and the C. R. I. & P. handled 80,017 cars during the first 19 days of June, compared with 80,265 the corresponding period last year.

As compared with the same week last year, there was an increase in all commodities except grain and grain products and coal.

St. Joseph Grain Exchange Entertains Shippers.

[Continued from page 832.]

at when one sees Pres. Geiger and his cohorts in action.

Those who did not place bets on the ball game were forced to give way to their gambling instinct by the poker and crap game distributed by the Kellogg-Huff Com. Co.

I wouldn't have missed this for anything, was the opinion of all present, and a forewarning that St. Joseph can expect far more than 150 visitors to its 1923 "Get-together."

Supply Trade

Chicago, Ill.—Geo. W. Moore, pres. of the Geo. W. Moore Co. and the B. F. Gump Co. died June 12.

Philadelphia, Pa.—Walter J. Evans was recently appointed manager of the Webster M'fg Co. office in this city. The office is located in the Commercial Trust Bldg.

Akron, O.—L. A. McQueen, former assistant advertising manager of the B. F. Goodrich Rubber Co. has been appointed head of the newly created Sales Promotion Dept. of that company.

THE HIGHEST sheet metal production in two years will be recorded this week in the Mahoning Valley, Youngstown, O., when 107 out of 109 available sheet metal mills will be in operation. Production for the week will probably equal any other previous output for the period.

Cudahy, Wis.—The Worthington Pump & Mch. Corp., recently announced that it has purchased all drawings, records and patterns covering centrifugal pumps and pumping engines manufactured by the Camden Iron Works, Camden, N. J., and formerly sold either direct or through Wood & Co., Philadelphia, and others.

MINNEAPOLIS, MINN. — Carter-Mayhew Mfg. Co. recently sold Carter Disc Separators to the following for making cockle and wild pea separations from wheat: Capital City Mlg. Co., St. Paul, Minn.; University of Calif., Davis, Calif.; Eckhart Mlg. Co., Chicago, Ill.; Russell Miller Mlg. Co., Valley City, N. D.

PRICES of pig iron advanced this week from \$23 to \$23.50 and \$24. Business during last week was active, but not as good as three weeks or a month ago. The agricultural implement trade shows signs of coming out of the slump it has been in for some time. Consumption of iron is still greater than production and not a great supply of iron is available. Buyers are waiting until July 1 to order, to get the benefit of the reductions in freight rates effective then.

In his retiring address at the Annual Meeting of the Associated Employers of Indianapolis, President O. B. Iles said: "While the manufacturing and business institutions in gen-

eral of Indianapolis (excepting the building trades), are today, more than 85% OPEN SHOP AND NON-UNION, the black spot today on the industrial map of Indianapolis, is the DEPLORABLY unionized condition in the building trades on outside construction. The work of fabrication and manufacture of materials in the shops is however done on the open shop basis. "There can be no denial of the fact that the present unionized condition in the building trades *adversely affects* to some extent, *every other line* of industry and business in the city. This condition is responsible for the present high cost of building operations which is becoming so prohibitive as to threaten *seriously to retard the further development* of housing and general building conditions in Indianapolis. It will be a welcome day for this city when *all branches* of the building trades are conducted on the open shop basis, and it is believed that the citizens and business men of this city are ready to support the contractors *whenever they determine to stand unitedly and courageously* for the open shop. And when that time comes, the change can be effected almost over night."

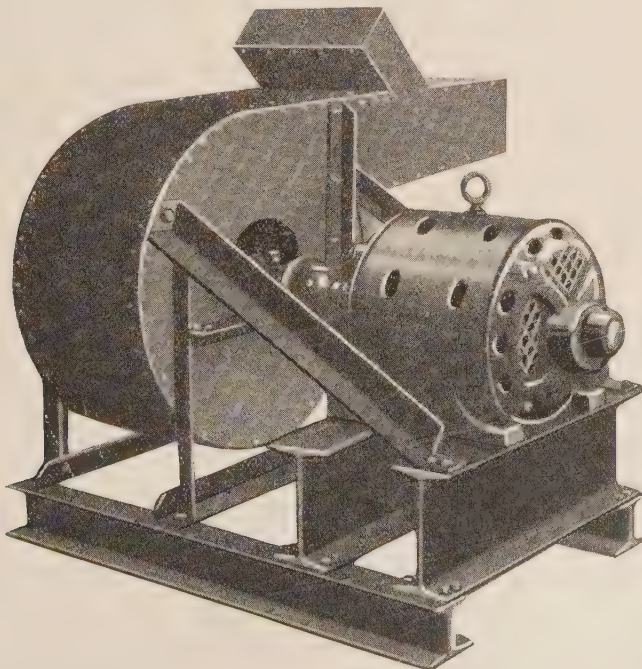
Car Loader with Own Power.

Car loaders usually are driven by power transmitted from the main prime mover of the grain elevator, but with the increasing availability of electric current there has arisen a demand for a car loader with individual drive. Such is the new loader made by the Maroa Mfg. Co., equipped with a complete motor attachment as shown in the engraving herewith.

The Boss Air Blast Car Loader is too well known to need description. For motor attachment it is made in two sizes, of 725 and 1,250 bus. capacity per hour. The four leading makes of motors may be used, of 7½ h. p. for the small and 10 h. p. for the large size. The large size stands on a platform 5 by 6 ft. in dimensions and weighs 1,570 lbs.

The loader and the motor being mounted on the same base there should be no variation in alinement, but the drive being thru a universal joint any slight variation in alinement is taken care of.

These loaders do not injure the grain, as it does not pass thru the fan. The largest cars are loaded without scooping in the car. This motor equipment will fill a long felt want in grain elevators that have sufficient power to run the present machinery, but no surplus power for a loader.



Air Blast Car Loader and Direct Electric Motor Drive.

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show the reduction of any weight of grain from 100 to 4090 pounds by ten pound breaks, to bushels of 32, 48, 56, 60 70 and 72 pounds.

Six tables printed in two colors, on both sides of three cards, size 5½ x 10½ inches. Price 65 cents, postage 4 cents.

GRAIN DEALERS JOURNAL

309 So. La Salle St.

CHICAGO, ILL.

Supreme Court Decisions

The market price of grain cannot be established by a quotation from a weekly newspaper, where the publisher has obtained his only knowledge of such price from a dealer in the vicinity. "Market reports in journals, such as the commercial world relies upon, are competent evidence of the state of the market." Chicago, B. & Q. R. Co. v. Todd, 74 Neb. 712, 105 N. W. 83.—Pierce v. Miller. Supreme Court of Nebraska. 187 N. W. 105.

Condition of Shipment a Question of Fact for Jury.—Where plaintiff's testimony showed that pecans were merchantable when loaded in a tight car, and were clean and merchantable at point of shipment and defendant introduced evidence that the pecans were not sound when received, there was no error in permitting the jury to determine their condition as an issue of fact.—Georgia Pecan Products Co. v. Stern Grain Co. Court of Civil Appeals of Texas. 240 S. W. 324.

Carrier's Liability for Strike Delay.—Though a master is charged with responsibility for the acts of its employees within the scope of their employment, a carrier was not liable for delay in shipment of goods caused by a strike of its employees who refused to work, where it exercised reasonable diligence to avert the strike and save its patrons from losses; a servant no longer being an employee when he strikes.—Warren v. Portland Terminal Co. Supreme Judicial Court of Maine. 116 Atl. 411.

Grain Future Trading Act Aug. 24, 1921, which imposed regulations on grain boards of trade, and sought to enforce obedience thereto by imposing a tax on those not complying with the regulations, and which was not in any way limited to transactions in interstate commerce, or to transactions within the state which were essential to the free flow of interstate commerce, cannot be sustained as an exercise of the power to regulate interstate commerce.—Hill v. Wallace, Sec'y of Agriculture. Supreme Court of the United States. 42 Sup. Ct. Rep. 453.

Sale or Bailment of Wheat.—Whether a delivery of wheat to a mill in exchange for the miller's promise to deliver flour, bran, or shorts was a sale or a bailment depends on whether the return of the wheat could have been compelled, and this is not a federal question, but controlled by the law of the state. The delivery of wheat to a mill in exchange for the mill owner's promise to deliver specified quantities of flour, bran, or shorts constituted a "sale" or exchange, by which title passed, and not a "bailment."—In re Ballard. U. S. District Court, Texas. 279 Fed. 574.

Bank Liable for Demurrage Accruing Thru Its Negligence in Carrying Out Shipper's Instructions.—In an action to recover demurrage loss on a carload of oats, where seller directed C. Bank to order its correspondent bank to return a draft, and deliver the B/L, and C. Bank sent an unconfirmed telegram, collect, which correspondent bank refused to receive, and the telegraph company failed to notify C. Bank of its failure to deliver the telegram, a complaint alleging the negligence of each bank and the telegraph company, and their joint negligence, is not defective for misjoinder of causes; there being concurrent negligence of the three defendants.—T. L. Brice & Co. v. Bank of Columbia. Supreme Court of South Carolina. 111 S. E. 885.

Buyer Can Not Hold Carrier for Issuing B/L for Quantity in Excess of Amount Loaded.—Where buyer had knowledge of railroad's custom to sign B/L prepared in advance by shipper without verification of the correctness of the weight of goods stated therein, and was entitled by contract of sale to examine the goods and verify the goods before payment of the price, and where the B/L stated that weights shown therein were "subject to correction," the buyer, having paid draft with B/L attached before arrival of goods at destination, could not recover from railroad the loss sustained on delivery of amount less than that stated in the B/L.—Houston & T. C. R. Co. v. Paris Milling Co. Court of Civil Appeals of Texas. 240 S. W. 638.

Future Delivery Contracts Valid.—Written contracts, given by a grain broker to its customer, confirming a sale or purchase for the customer, requiring the customer to keep on deposit sufficient funds to protect the broker, and stating that the actual receipt and delivery of the property in payment therefor was contemplated, appeared on their face to be lawful contracts, and that presumption could only be overthrown by evidence showing they were wagering contracts. Testimony by an officer of a bankrupt corporation that he did not intend to receive or deliver any grain on purchases or sales made by him on the Board of Trade, but meant to close out his contracts before delivery was due, though he did not intend to perform any obligation incurred, does not show an intention of the bankrupt not to accept delivery when it was due. The fact that no deliveries of grain had been made under a series of contracts made for the bankrupt by grain brokers is not conclusive that the contracts on which the brokers based their claims against the bankrupt's estate were wagering contracts.—Lamson Bros. & Co. v. Turner. U. S. Circuit Court of Appeals. 277 Fed. 680.

Carrier Not Liable for Delivery when Consignor Made Fraud Possible.—Where, on an interstate shipment, straight Bs/L were not marked "nonnegotiable," or "not negotiable," to eradicate negotiability pursuant to U. S. Comp. St. § 8604aaa et seq., and the carrier on their surrender delivered the goods to consignor's agent, who receipted therefor in his own name, Carmack Amendment to Interstate Commerce Act, § 20 (U. S. Comp. St. § 8604a), and Act Cong. Aug. 29, 1916, § 29 (U. S. Comp. St. § 8604c), must be applied, and hence bills were transferred by delivery to the agent as the statute provides, so that the carrier was justified in the delivery of the goods to the agent. A carrier was justified in delivering goods to the consignor's agent, though he obtained possession of the Bs/L by a false order for goods, intending to appropriate them to his own use, and so in perpetrating a crime obtained no title to the bills by delivery, since the consignor is estopped by the use made of the bills, because possession thereof was not against his will, and as one of two innocent parties suffering a loss he enabled the fraud to be committed.—Swift v. Davis, Director-General. Supreme Court of New York. 193 N. Y. Supp. 848.

Books Received

YEAR BOOK for 1922 is replete with grain and provision trade statistics, live stock and beef trade exhibits, crop statistics, imports and exports, for the year ending May 1, 1922. Paper, 112 pages. By Eaton G. Osman, Chicago, Ill.

INSECTS INFESTING STORED FOOD PRODUCTS is a new bulletin containing much valuable information on grain insects found in elevators and mills, as well as those peculiar to bakeries, groceries and the home. Of insecticides the author, Royal N. Chapman, says: "The ideal fumigant is yet to be found. The requirements of a material which is heavier than air, poisonous to insects, non-injurious to human food or the germ of grains, and at the same time capable of being dispersed readily when the fumigation is over, are very difficult to meet." The cyanide treatment is well described by the author, and the saw-toothed grain beetle that was so prevalent on the 1921 crop is well illustrated. Bulletin 189, 76 pages; University of Minnesota Agricultural Experiment Station, St. Paul, Minn.

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Shipper Entitled to Price After Blowing.

Barnes-Piazzek Co., of Kansas City, Mo., plaintiff, v. W. B. Johnston, Enid, Okla., defendant, before Arbitration Com'te No. 5 of the Grain Dealers National Ass'n, composed of H. C. Gamage, Dick O'Bannon and L. C. McMurtry.

This case arises out of the shipment, among other cars, of car 28149-AT by defendant, W. B. Johnston, to plaintiff, Barnes-Piazzek Company, Inc., one car of wheat moving from Fairview, Okla., to New Orleans, La., for export. Car in question arrived at New Orleans and inspected "live weevil, heating." Weevils were removed; but there was failure to blow and cool the wheat.

By way of comment this com'te would say: First, that defendant, W. B. Johnston has as fully qualified as an authority upon export matters as have the plaintiff, Barnes-Piazzek Company, Inc.

Second, we find from the evidence that under the commonly known port practice in connection with inbound shipments of wheat, this car of wheat once certified "to be blown," should have been blown and a price adjustment arrived at based upon the improved condition resulting from blowing; or once certificated for blowing, a statement should have been made to defendant to the effect that car was not blown because blowing was not necessary.

This general set of conditions is well understood as applying to 1921 movement of wheat; and discounts in the neighborhood of 17c a bushel when imposed upon country shippers, represented (or at least smacked of) failure properly to care for the interests of the country shipper. This has been demonstrated in other 1921 cases than that before this com'te.

We, therefore, have to this extent found for defendant and against plaintiff in this cause; and do undertake to suggest that defendant settle with plaintiff upon a basis of 8c a bushel discount, into which this com'te feels there is a measure of compromise entering to the benefit of plaintiffs.

We would respectfully remind plaintiffs that defendant was in no sense responsible for the fact that a vessel was at any time waiting at port for wheat; and with all due respect to plaintiff we would submit to them that they were recognized, by virtue of their admitted knowledge of export grades and shipping conditions to be in a position day by day to care for their country clients upon a basis fully as liberal as that observed by other exporting firms—competitors of the said plaintiffs.

We therefore instruct a settlement between plaintiffs and defendant based upon an 8c dock upon this car of wheat, 28149-AT; that dock in our judgment being liberal, following review of all circumstances recited and all evidence placed before us. We recommend the cost of this arbitration be assessed 60% against the defendant and 40% against the plaintiffs, which reflects the proportion awarded.

Governmental Regulation Means Decadence.

Senator Wm. H. King, of Utah, said recently in an address at Chicago:

Governmental control and governmental regulation of the business of the world means decadence and death.

It is not the function of the federal government to interfere with the business of the people.

Senators and congressmen are daily importuned for appropriations to aid people in the building of ditches upon their farms, in removing insects from their orchards, in the erecting of hospitals for the infirm, in securing pensions for civilians. Indeed, the people have lost their perspective and seem to regard the President as Rome regarded the emperor. The emperor furnished amusements for the people, their bread, and extended his authority in all parts of the imperial domain, and so federal officials are now seeking to have the federal government control the mines and the smelters and the business industries of the country. There are many who are advocating government ownership not only of railroads, but what are denominated as the basic industries.

Whenever paternalistic view is adopted, it is like a poisonous disease and will afflict the entire organism. There is no half-way where paternalism stops any more than there is any medium line where the communism of Russia terminates. It absorbs and engulfs, and destroys. Paternalism and communism destroy individuals as they destroy the capacities of the people for local self-government, and so we are today menaced by the paternalistic and socialistic spirit. As stated, any economic evil brings forth the doctrinaire, the neurotic, the half-baked philosopher, who seeks to cure the ill by the healing touch of greater federal authority.

I protest against this spirit because it will eventuate in the destruction of initiative and the overthrow of the business and industrial life of this republic.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

E. B. Boyd, agent Western Trunk Lines, in Supplement 24 to Circular 1-P, gives rules, regulations and exceptions to classification, effective June 5.

E. B. Boyd, agent Western Trunk Lines in Supplement 23 to Circular 1-P, gives rules, regulations and exceptions to classifications, effective July 1, and cancels Supplement 22.

C. R. I. & P. in Supplement 1 to 27537-G gives joint and proportional rates on grain, grain products, seeds, hay and broom corn from stations on the C. R. I. & P. in Illinois, Iowa, Kansas, Minnesota, Missouri and Nebraska to stations in Illinois, Indiana, Kentucky, Michigan, New York, Ohio and Pennsylvania, effective July 20.

C. & A. in tariff 1666-D, which cancels 1666-C gives local proportional rates on grain and grain products from Blue Springs, Fulton, Gilliam, Glasgow, Higginsville, Louisiana, Marshall, Mexico, Odessa and Slater, Mo., to Kansas City, Mo., when destined to points in Arkansas, Missouri and Oklahoma, effective July 10.

C. & E. I. in Supplement 39 to 8650 gives joint and proportional rates on grain, grain products, and grain by-products, also cotton seed, cotton seed hull bran and dried beet pulp from stations on the C. & E. I. and C. & I. C. to points in New York, Ohio, Pennsylvania, West Virginia and the Dominion of Canada, effective July 15.

Illinois Traction System in Supplement 10 to 450-A, which cancels Supplement 9, gives joint and proportional rates on grain and grain products from stations in Illinois to Cairo, Ill., Cincinnati, O., Evansville, Lawrenceburg, North Vernon, Seymour, Terre Haute, Vincennes, Ind., and Louisville, Ky., also lower Mississippi Valley points, effective July 1.

C. R. I. & P. in Supplement 13 to 31408-A gives local, joint and proportional rates on grain, grain products, seeds and broom corn from stations in Colorado, Kansas, Missouri, Nebraska, New Mexico and Oklahoma, also Council Bluffs, Ia., and Memphis, Tenn., to Memphis, Tenn., New Orleans, La., and stations in Alabama, Arkansas, Louisiana, Mississippi and Oklahoma, effective July 1.

I. C. in Supplement 15 to 1537-E gives local, joint and proportional rates on grain, grain products, cotton seed products and seeds between stations in Illinois, Indiana, Wisconsin, Dubuque, Ia., St. Louis, Mo., and Chicago, Peoria, Ill., Milwaukee, Wis., Minneapolis, Minn., Paducah, Ky., St. Louis, Mo., Ohio River Crossings and other stations in Ill., Ind., Ia., Ky., Mich., Minn., Mo. and Wis., effective June 29.

C. R. I. & P. in 28405-E, which cancels 28405-D, gives local, joint and proportional rates on hay, straw, and corn husks from stations in Arkansas, Colorado, Kansas, Louisiana, Nebraska, New Mexico, Oklahoma and Joplin, Mo., to Little Rock, Ark., Memphis, Tenn., New Orleans, La., Texarkana, Ark., Texarkana, Tex., and other stations in Alabama, Arkansas, Louisiana, Mississippi, Missouri and Oklahoma, effective July 15.

C. R. I. & P. in Supplement 3 to 19687-N gives joint and proportional rates on grain, grain products, seeds, hay and broom corn from Missouri River stations and other stations in Illinois, Iowa, Minnesota, Missouri, and South Dakota on the C. R. I. & P. and C. D. & M. to Mississippi Valley points and other stations in Alabama, Arkansas, Florida, Louisiana, Mississippi and Tennessee, also to gulf ports for export, effective July 20.

C. R. I. & P. in Supplements 2 to 10389-G gives local, joint and proportional rates on grain, grain products and seeds between St. Louis, Mo., East St. Louis, Alton, Quincy, Ill., Hannibal, Mo., and stations in Illinois, Iowa, Minnesota, Missouri and South Dakota, also Armourdale (Kansas City, Kan.) Atchison and Leavenworth, Kan. It also gives local, joint and proportional rates on grain and grain products from stations in Iowa, Minnesota, South Dakota to Cairo, Thebes, Ill., Evansville, Ind., and Louisville, Ky., when destined Southeastern and Carolina territories, effective July 11.

C. & E. I. in Supplement 19 to 622-G, cancels Supplement 18 and gives local, joint and proportional rates on grain, grain products and grain by-products, broom corn, green corn, corn cobs, cotton seed, seeds and red top seed chaff from stations on the C. & E. I. and C. & I. C., Henderson and Owensboro, Ky., Cairo, Ill. (via M. & O.), Joliet, Ill., (via E. J. & E.) and moment Transfer, Ill., (via C. M. & G.) to points in Ill., Ind., Ia., Ky., Mich., Minn., Mo., Ohio, Pa., and Wis. effective July 15.

C. R. I. & P. in Supplement 4 to 22000-G, gives local, joint and proportional rates on grain, grain products and seeds between Chicago, Moline, Peoria, Rock Island, Ill., Burlington, Clinton, Davenport, Keokuk, Muscatine, Ia., Minneapolis, Minnesota Transfer, St. Paul, Minn., other stations and stations on C. R. I. & P. and connections in Illinois, Iowa, Minnesota, Missouri and South Dakota, including Kansas City, St. Joseph, Mo., Council Bluffs, Ia., Armourdale (Kansas City, Kan.) Atchison, Leavenworth, Kan., Albright, Omaha and South Omaha, Neb.

C. R. I. & P. in Supplement 1 to 28675-E gives local, joint and proportional rates on grain, grain products, broom corn, alfalfa cake and meal, linseed cake and meal and seeds between Chicago, Peoria, Rock Island, Ill., Council Bluffs, Iowa, Kansas City, St. Joseph, St. Louis, Mo., Minneapolis, St. Paul, Minn., Omaha, Neb., and stations taking same rates, also stations in Colorado, Illinois, Iowa, Kansas, Minnesota, Missouri, Nebraska, Oklahoma, South Dakota and stations in Colorado, Kansas, Nebraska, New Mexico, Oklahoma and Texhoma, Texas, effective July 17.

C. R. I. & P. in Supplement 2 to 28675-E gives local, joint and proportional rates on grain, grain products, broom corn, alfalfa cake and meal, linseed cake and meal and seeds between Chicago, Peoria, Rock Island, Ill., Council Bluffs, Ia., Kansas City, St. Joseph, St. Louis, Mo., Minneapolis, St. Paul, Minn., Omaha, Neb., and stations taking same rates, also stations in Colorado, Illinois, Iowa, Kansas, Minnesota, Missouri, Nebraska, Oklahoma, South Dakota and stations in Colorado, Kansas, Nebraska, New Mexico, Oklahoma and Texhoma, Texas, effective July 1.

OUTBREAKS of the various species of corn webworm can be prevented only by cultural methods, such as early fall plowing, disking in the spring, the application of fertilizer and sowing of sound wheat. Neither trapping nor poisoning has met with any success, and control of injury to grasslands is very difficult, with little than can be done short of plowing up the sod and planting it to some immune crop.

Readjustment of Rates to Mississippi Valley Territory.

Under the recent decision of the Interstate Commerce Commission, rates on grain and grain products to points in the Mississippi Valley have been readjusted effective July 1, 1922.

Under this readjustment the reshipping rates on grain and grain products from St. Louis are 11½ cents to Memphis, Tenn., locally and 28½ cents to New Orleans, La., domestic. The reshipping rate of 9 cents from St. Louis to Memphis, Tenn., on shipments destined to points in Southeastern and Carolina Territories will remain unchanged.

The reshipping rates from Cairo are 3 cents less than the reshipping rates from St. Louis.

From Chicago the new reshipping rates on grain and grain products are 18½ cents to Memphis, locally, and 35½ cents to New Orleans, domestic. The reshipping rate of 16 cents from Chicago to Memphis on grain and grain products destined to points in Southeastern Carolina territories will continue.

The thru rates from points west of the Mississippi River are revised on the basis of the combination via St. Louis or Cairo.

Where thru rates are applicable via Chicago, with transit privilege, the new thru rates will apply as of date of shipment from point of origin in the country.—J. S. Brown, Manager Transportation Department, Chicago Board of Trade.

ELLIS DRIERS

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When we first advocated continuous feed in grain driers there was a big argument on every job. Our competitors in many cases dominated the situation and charge feed was the result. But a good thing will not down. Today the continuous feed grain drier is everywhere in demand and is recognized as the proper way to dry grain.

The Ellis Drier, owing to its unit construction, is the ideal continuous feed drier, and it possesses so many apparent advantages that it leaves but one choosing—purchase an ELLIS.

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Your Name in gilt letters stamped on front cover of any of the above books for 35 cents extra. Any code upon short notice.

Grain Dealers Journal

309 S. La Salle Street,

Chicago, Ill.

Annual Meeting Northwestern Grain Dealers' Ass'n.

The 8th annual convention of the Northwestern Grain Dealers' Ass'n was called to order at Great Falls, Mont., June 22 by Pres. P. F. Brown of Lewistown, Mont., and Mayor R. M. Armour delivered an address of welcome, which was responded to by T. W. Hall of Minneapolis, Minn.

Pres. Brown, in his address, said: Agriculture is the basic industry of Montana, and it is through the grain dealer that this raw wealth is converted into cash. The grain trade performs a function of great value and I believe there is no other industry of such magnitude that takes so small a percentage for their service, considering the risk involved. It has been only the most carefully managed companies that have come through the trying period of the last three years. There is work for the grain dealer every day. Work in which he can build up the community and in building up the community he is helping to build up his own business as well.

J. Watkins, sec'y, of Great Falls, read his annual report, from which we take the following:

Secretary's Report.

I am sure you will be pleased to know that we have come through the year without having to make an assessment. This has been accomplished only by keeping our expenses down to the minimum.

Membership.—I will try to outline a few things which the ass'n has accomplished and perhaps make a few suggestions as to what should be done. For want of funds, it has not been possible for your sec'y to do much traveling about the state visiting members or making personal solicitations for membership. In spite of the adverse conditions, we have a small increase in membership, and we have the assurance from several who have not felt able to pay their dues the last two years that they will come back into the fold.

It has been very difficult to hold the organization together the last few years because of the light volume of business at many points in the state and also because of the stringency in the financial situation. I might say also that for the same reason, perhaps, there has been a decided lack of enthusiasm among some who have previously been considered the active members of the ass'n.

This should not be so. The object of our organization is to create harmony and confidence among dealers, a lack of which causes loss to all. Thru this spirit of harmony and confidence many abuses in the grain trade have been corrected, and if I read the signs aright there is much work to be done along these lines in the near future. There is an old saying that "a rough sea makes a good sailor." The last few years should have made "good sailors" out of all those connected with the grain business in Montana, and doubtless has; so you should now be in good trim to sail any further rough seas which may be encountered.

The matter of storage and handling charges has been the paramount one all thru the year. This is still under consideration by the commissioner of agriculture, and we may expect changes from the charges now in effect, before this new crop moves. The commissioner and active members of our ass'n have discussed it fully; but we believe it should come up for further discussion at this meeting, for there are with us at this time many from the eastern part of the state who have not attended previous meetings and may not be familiar with the situation. It is a matter of vital importance to every dealer and at this meeting is the opportune time for all interested to express their views.

J. L. Humphrey, a banker of St. Paul, who is a director of the Montana Development Ass'n, gave a talk on summer tillage:

"The Montana Development Ass'n has successfully put over the big campaign for summer tillage in Montana and there are now 4,098 members of clubs and 217,706 acres to be summer tilled in Montana. The big thing about it is that it has given back courage to Montana people. They now understand that it is not Montana lands but methods that fail. Next year the whole state will go in for summer tillage. This year thousands will summer till who have not joined clubs. Newspapers have carried 2,000 columns on summer tillage, and 35,000 booklets and 50,000 cards have been used. It is reasonable to assume that in five, ten or twenty years from now we will all look back on this campaign as being the starting of a real firm foundation for the tillage of non-irrigated lands in Montana."

The dealers present reported on the crop conditions in their localities. G. H. Beckwith of St. Ignatius said winter wheat would be 85 per cent of the crop. In the territory of C. M.

Hart, Reed Point, the spring wheat acreage is the greater and also in excellent condition. W. H. Pierce of Hedges reported crop conditions 100 per cent right; and that a large acreage of corn had been planted.

Granary Weevils Not Harmful in Macaroni Manufacture.

Experiments conducted by Royal N. Chapman at the Agricultural Experiment station of the University of Minnesota have shown that the weevil eggs are destroyed in the process of manufacture. Professor Chapman says:

For the second milling experiment a peck of the sample of wheat which had been retained at Minnesota was infested with more weevils from time to time until March 30. At this time the wheat contained all stages of the weevil; eggs, larvae, pupae, and adults ready to emerge. Ten wheat berries were selected, each of which contained eggs, and were milled separately in the milling laboratory at the University of Minnesota.

The peck of wheat was milled first and small samples of material were removed after each grinding to determine to what extent the various stages of the weevils survived. Later the 10 infested berries were run through the first break rolls only. In the large sample it was found that over 50 per cent of the adult weevils survived the first break. An examination of the material from the 10 berries showed that only 2 of the egg cavities could be located and these were in the bran. In one case it could be seen that the inner part of the wheat berry had broken along the egg cavity and the egg could not be found.

No living stages of the weevils were found in the middlings from the first separation although there were many broken parts of legs and other structures of the adult beetles. After the second break a few living weevils were found but after the third break there were no survivors to be found. Samples of material were kept and examined from time to time, but there was no evidence of living eggs.

From the above it is shown that no stages of the weevil survived the process of milling semolina in these experiments, although the wheat was heavily infested. Furthermore, adult beetles could not be induced to lay eggs in the semolina. In addition to this it was found that the larvae could not develop in granules like those of semolina even when experimentally placed in such a situation.

The author's conclusions are that no stages of the granary weevil (*Calandra granaria*) survived the process of milling semolina even though the wheat was very heavily infested.

The adults did not lay eggs in the semolina even though left in it until they died.

When parts of the wheat were cut away experimentally leaving the eggs in granules similar to those of semolina the larvae were unable to develop. This is the condition which would arise if eggs did pass through the mill in such granules.

None of the macaroni made from the infested semolina was infested with any insects or eggs even though all the semolina came from badly infested wheat. Part of the semolina had contained adult weevils, and some of the dough had all the stages of flour beetles placed in it just before it was pressed into macaroni.

This means that macaroni contains no living insects or eggs in any stages as it comes from the press. This is in spite of whether the wheat or flour or semolina may have contained weevils or flour beetles.

Millers' Attitude on Speculation.

The Millers National Federation at its recent annual meeting at Kansas City, Mo., adopted the following resolution on speculation in foodstuffs, as follows:

Unrestricted speculation in grain is gravely harmful to farmer, miller and distributor and consumer.

Buying and selling for future delivery has its legitimate and useful place in the marketing of our enormous crops, but men of recognized standing in international trade realize the abuses to which such trading frequently has been subjected. The management of the principal grain exchanges likewise realize it, but, so far, have not devised rules which will end such abuse. Correction has been and will continue to be sought through legislation with the possible result that trading in "futures" will be prohibited.

We therefore urge upon the grain exchanges the prompt adoption of such remedial measures as will prevent unwarranted manipulation.

We also urge serious consideration of the limitation of such trading to current and succeeding three months; trading in the fourth consecutive month being permissible after the 15th of the current month, after which date no new contracts for current month delivery would be permitted.

Insurance Notes.

A TOTAL of 844 fires with a loss of \$1,174,375, is the record of Illinois for the month of May, according to the report issued by State Fire Marshal John G. Gamber. Largest losses were due to the following causes: Explosions, \$248,510; incendiarism, \$72,832; lightning, \$58,829; spontaneous combustion, \$44,370; sparks on roofs, \$43,715.

ABOUT the first of August the Underwriters' Grain Ass'n at Chicago plans to commence providing coverage against inherent explosion hazard in mill and elevator risks. An endorsement will be attached to all policies issued by the Underwriters Grain Ass'n to provide for this covering, and a small additional premium will be charged. A few companies whose charters do not permit them to write explosion coverage will cease to be members of the grain ass'n when the plan goes into effect.

A "FRIENDLY FIRE" is not one insured against, under a recent decision by the Supreme Court of Iowa, in *Hansen v. Lemars Mut. Ins. Ass'n*, 186 N. W. 468. After lighting the burners of an oil stove at 5 a. m. the insured went back to bed. The burners smoked badly and flamed high, throwing off great quantities of soot and smoke. The insured made claim for damage done to the walls by soot and smoke; but the court said: Close questions may arise over the dividing line between a "hostile" and a "friendly" fire. In the case before us we think it cannot be said that the evidence was sufficient to justify a finding of a "hostile" fire within the contemplation of the policy. It was manifestly a case where the wick had been turned too high, from which cause smoke and soot was inevitable from the beginning, and which was at all times subject to control by merely turning back the wick. The only burning or charring of any kind done by the flame was upon the wick. So far as appears, all the smoke and soot came from the wick.

BURTON F. HALES is the capitalist named by James K. Mason of Milton, Ind., in testimony before the special senate committee investigating the U. S. G. G., Inc., who is willing to spend \$1,000,000 in promoting a sales department for the grain growers.

THE QUESTION of maintaining a sufficient supply of grain in Switzerland is occupying the attention of the Swiss government. Many schemes have been provided and the examination of all requires considerable time. The chief difficulty is that the native agricultural industry produces a variety of grains not easily kept in storage.

Arbitration for Settling Disputes.

In a plan devised by the United States Chamber of Commerce, settlement of commercial disputes by arbitration is provided.

As sent to all member organizations, the proposal submits suggestions for setting up arbitration machinery and a statement of the services which the national chamber can render to organization members supplemental to their own efforts, both in domestic and foreign commerce.

Under the arrangement proposed, arbitration would consist of settlement by local commercial bodies; of settlement of disputes within an industry by trade ass'ns and of the handling by the national chamber of cases that do not fall within local or trade jurisdiction. The national chamber has already facilities for handling cases that may come to it.

Exchanges having trading floors usually require that disputes be settled by arbitration, and trade ass'ns also have rules governing disputes among their members, and some local commercial bodies are operating systems of arbitration, but attention is called to the fact that there is room for great improvement in this line, and the Chamber asks that every effort be extended in that direction.

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Designed especially to reduce telegraph tolls, to prevent expensive errors and to protect the business of grain dealers and millers. Its 150 pages contain 14,910 code words and no two spelled near enough alike to cause an error. Includes Supplement of code words for the new Federal wheat, corn and oats grades.

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means

- that shafting is not being kept in line,
- that bearings are not being rebabbitted,
- that oiling is being neglected, or
- that a poor grade of oil is being used.

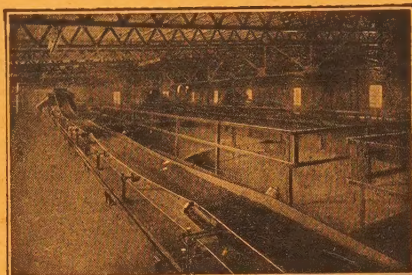
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230 East Ohio Street Chicago, Ill.



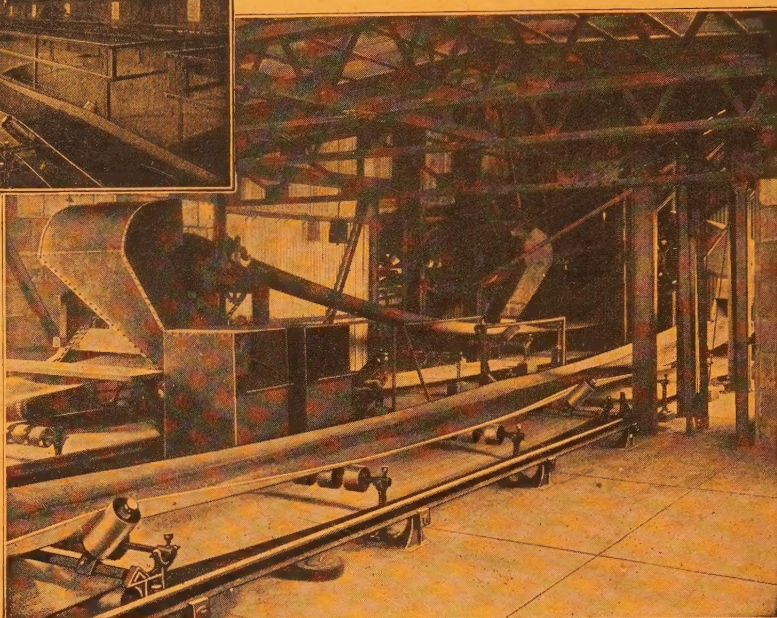
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